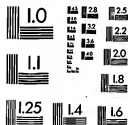




MICROCOPY RESOLUTION TEST CHART  
(ANSI and ISO TEST CHART No. 2)



# Thomas A Edison Papers

*A SELECTIVE MICROFILM EDITION*

*PART IV  
(1899-1910)*

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**START**

189

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**1904. Battery, Storage - Foreign - Bergmann, Sigmund (D-04-05)**

This folder contains correspondence and other documents relating to the patenting, manufacture, and marketing of Edison storage batteries in Germany. Most of the items are letters and telegrams exchanged by Edison and Sigmund Bergmann, a longtime Edison associate who, with the backing of the Deutsche Bank, formed the Deutsche Edison-Accumulatoren-Co. in November 1904.

Approximately 95 percent of the documents have been selected. The items not selected consist of a Bergmann letter regarding the battery jars of competitors; a letter from Edward H. Johnson in Berlin acknowledging his receipt of checks; a shipping receipt; and items that duplicate information in selected material.

Jan. 16-1904,  
Berlin, Germany

J. A. Edison,

Send a few new cells  
right away, wire

signed

Bergmann

collect. 3-15 P.M.

(1)

(Berge)

~~sent and~~

~~Have only~~

Have no H cells  
with <sup>and</sup> ~~and~~ <sup>twists</sup>  
~~Can send for~~ regular E

Type - will that do -

E dison

Whiting

Can you send doz E 27 cells  
to Bergmann new ones - answer  
Σ

Bathens  
TAE

Berlin, Germany  
Jan. 17-1904

J. A. Edison,

Send 12 E. cells  
with new welding on valves,  
signed

Bergman.

collect from New York (Postal) George

Rogers Bergman Cables for

12 new E. 27 cells in new welded.

Cans and new Top valves -

Send good ones + be sure cans

are OK before assembling

Have you good plates? Yes Sir

Sept. 30, 1904.

S. Bergmann, Esq.,

Berlin, Germany.

My dear Sir:-

I hereby authorize you to initiate, carry forward and conclude negotiations for the exploitation of the Edison Storage Battery in Germany, Austria, and Hungary on the following conditions: A German corporation will be organized with a capital of \$750,000. which capital shall be subscribed for in cash at not less than par and shall be paid in by calls as needed for the equipment, maintenance and operation of a suitable factory or factories in any one or more of said countries as may be necessary. When said corporation is organized and its stock subscribed for, I will make a contract with said corporation, granting to the same the sole and exclusive and non-assignable license under all of my storage battery patents in Germany, Austria and Hungary (per schedule A attached hereto) and applications for battery patents now pending in said countries (per schedule B attached hereto); and also under any patents or applications in said countries for improvements which I may make on said batteries within ten years from the date of said contract. The license will also include patents in said countries made by any of my assistants on said battery which may be assigned to me. I will also transfer to the Company my license under German Patent No. 132,614

B. -- 2.

✓ which I now own. In consideration for said contract, and license agreement, the company will pay me or my assigns a royalty of sixty cents (60 cents) payable quarterly, on each standard Edison cell of 18 plates, 24 pockets per plate, manufactured during the life of any of said patents and a corresponding royalty at the same rate per 18 plates on other Edison cells which said company may manufacture. Out of the actual earnings of the company, after the payment of said royalty, the stockholders shall be paid a dividend of 6 per cent on the invested cash capital, and after the payment of said dividend any surplus earnings shall be distributed in the proportion of two-thirds ✓ to me or my assigns and one-third to the stockholders. After all of the patents shall have expired, as contemplated in said license agreement, the royalties shall cease, but the surplus earnings over and above 6 per cent on the cash capital shall continue to be distributed ✓ as above provided. The Company will agree not to increase its capital, nor to consolidate with or purchase any other company nor to sell ✓ the said contract, nor impair it in any way, nor to purchase or manufacture any other article than the Edison storage battery, nor use its earnings for increasing the capacity of its plant, nor shall it go into the business of renting batteries, nor enter into any obligations beyond its capacity to pay therefor from its cash capital, unless directly authorized to do so by myself or my assigns. The right to nominate and have elected two-fifths of the Board of Directors or Executive Members of said Company, shall be given to myself or my assigns so long as the Company may exist. The Company will agree not

*Not in contract*

B. -- 3.

to sell Edison Batteries for export to any other country than Germany, Austria or Hungary, nor <sup>Kunming</sup> to sell to persons, firms or corporations who do an exporting business out of said countries, unless with the express permission of myself or my assigns. I will agree that in the sale of any rights under the Edison battery patents in other European countries to insert corresponding provisions in any license agreements, prohibiting exportation into Germany, Austria or Hungary.

✓ The company will agree that in the event of any patent suit brought by or against the company, the conduct thereof shall be controlled by myself or my assigns with such counsel as may be selected in collaboration with any counsel that the company may desire, and that the entire expense of such suits shall be assumed by the company.

✓ I will agree to furnish at cost drawings of any improved machinery for manufacturing the batteries, which I may make during the existence of said contract. Until suitable facilities are provided by the company for manufacturing the active chemical materials necessary for the battery, I will agree to furnish said chemicals to the company at a profit of 25 per cent over and above actual cost. At present I can furnish these active materials at about \$1.30 for each standard Edison 18-plate cell, but I believe that in a short time this figure can be materially reduced. The contract in question will provide that there shall be an accounting as to profits annually, to be determined by public accountants, and that the books of the company shall at any time be open to inspection by me or my assigns on reasonable notice. Provision will also be made for a report to me of the business done by the company once a month. Finally, there will be

*Indin  
Contract*

B. -- 4.

the usual provision in the contract providing for its termination without prejudice to any claim which I or my assignee may have against the company, upon the failure of the company to carry out the terms and conditions thereof.

Since Mr. H.E. Dick has a general contract with me for the exploitation of the Edison battery in Europe, I have secured below his acceptance and confirmation of this letter.

Yours very truly,

T. A. E.

I have read the above letter in which Mr. Edison authorizes Mr. Bergmann to provide for the exploitation of the Edison battery in Germany, Austria and Hungary, and consent to the same. So far as Germany, Austria and Hungary are concerned, I withdraw in Mr. Bergmann's favor.

H. E. Dick

[ON BACK OF PRECEDING PAGE]

Whereas a contract is about to be made  
between E. & a Gen. Co. for the  
exploitation of the E. battery in  
German Empire & Austria-Hungary  
& Edward is to receive under the  
contract all of the royalties & profits  
Edison agrees to ~~share~~ divide the  
same between Dick & Bergman  
in the proportion as set forth in the  
contract between Dick & Edison  
Bergman having ~~been~~



October 1, 1904.

S. Bergmann, Esq.,  
Berlin, Germany.

Dear Sir:-

I figure out the profits which the German Company will in all probability make:

If the factory makes 300 cells (18-plate) per day, costing we will say - \$6. per cell and selling for \$10. which is the price we sell in America, the gross profit for one year of 300 days should be \$360,000. Deducting the royalty of 60 cents per cell, amounting to \$54,000. there remains \$306,000. Deducting six per cent dividend to the stockholders on the capital which is \$45,000. there remains \$261,000. One-third of this amount going to German Company is \$87,000. Therefore the gross profit to German Company is

6 per cent Dividend                      \$45,000.

Proportion surplus profit    \$87,000.

\$132,000.

approximately 17-1/2 per cent on the stock. - In my opinion the proposed capital is sufficient for a factory including chemical works for manufacturing 600 cells daily; in that case the surplus profits going to the German Com-

S.B. -- 2.

Dividend 6 per cent      \$45,000.

Proportion of surplus profits 174,000.

\$219,000.

or approximately 29 per cent on the capital stock.

(Signed) Thomas A. Edison.

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Bnn/W  
Machine Department.

## BERGMANN ELECTRICAL WORKS

DEPT. M.

97426

32-32 OUDENARDER STR.

BERLIN, N. 26th Oct. 1904

### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

#### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

#### Automobile Motors.

### Alternating Current Machinery

for all Standard Voltages and  
Periodicities.

### Generators, Motors and Transformers

for Single, Two and Three Phase Current.

### Controllers and Resistances

for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

### Electric Ventilators Exhaustors

High Pressure Blowers  
Ventilating Fans  
for Direct and Alternating Current.

Thomas A. Edison, Esq.,  
Orange, N.J.

My dear Edison,

We arrived here all in good health  
and spirits and I started at once to go to the  
Deutsche Bank and explain your contract letter.  
They have agreed to everything except the clause  
for division of the surplus profits, i.e. two-thirds  
to you and your associates and one-third to the  
stock holders. They want this divided half and  
half, and I have agreed to this. I am satisfied  
to sacrifice my share and I telegraphed to Dick to  
drop his part of these surplus profits and take  
our chance on the 60 cents per cell. I have had  
no reply from Dick yet.

There is one more little deviation from  
your contract which must be agreed to, that is,  
there is no provision made for writing off a certain  
amount for depreciation on machinery, buildings, etc.  
which is here by law required; from 1 to 2 % on  
buildings and from 5 to 10 % on machinery and tools.  
This, of course, comes only out before the surplus  
profit is paid and will not interfere with the 60  
cents per cell.

## BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-2-

I have, with your permission, put Gilmore on to the board, so you will be three and the bankers and some other high-class men will be five. The executive committee will consist of one Director of the Deutsche Bank, one from a Dresden Bank, my son-in-law, Mr. Paschorr, the President of my Company, a prominent corporation lawyer here in Berlin, Mr. Dirkeen, and one or two more prominent men whom I have not decided upon yet. They are all of high class standing and wealthy men. The stock will be subscribed at 110 and I have hard work to fight off my friends and business men for the subscription I have the amount already three times over subscribed.

It is proposed that a quarter of the capital should be paid now, which will last ~~for~~ for 8 or 10 months to come. I will send you the details of agreement with the Deutsche Bank within the next few days, and I am sure you will be very much pleased with what I have accomplished in such a short time.

The first stroke of good luck I had is to find a factory completely fitted out for our work. It is a defunct American machine shop, which was built here three or four years ago for the Garvin Machine and Tool Co, of New York. This concern busted before they started and this factory has been long idle and part of it rented for ever since. It is fitted up with a 200 HP engine and dynamo, 220 volts with boiler, elevators, shafting electrically driven (which my Company, by the way, furnished at the time), benches, offices, in fact as fine a factory as could be, complete for our purposes. A contract is promised to be signed next Monday. I am going to rent this whole factory with all the land belonging to it, for five years at the price of \$14,000 per year. For the next few years I can, if neces-

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-3-

sary, rent two floors to other people, which will bring our rent down to about \$10,000. This is extraordinarily cheap and will save us six months time in starting. So you see, everything is moving on very satisfactorily, and I only hope you are pushing on the special machines you are making and send me the balance of the drawings.

The batteries and separate different parts for the cells I received yesterday, and I got them through the customs house for 10 marks per 100 Kg, which is very cheap. But I am told that when I import complete batteries, such as I have ordered, they will cost \$24 per 100 Kg, or \$6 for 220 American pounds, but even that is not prohibitive.

Please tell Goddard to send me samples of raw material, especially sheet steel, so I can get prices here on the same. I ordered some of this material, but they must have forgotten it. If I get this factory I can no doubt start in by the 1st of December, and I wish you would send Rogers not later than the New Year over here. I will not keep him longer than you wish me to.

I had a conference with your Patent lawyer, Dr. Sell and he asked me to try to get a Jungner Battery as soon as possible, as he has got every reason to believe that he is making batteries under your patents, if he makes any. That would solve, he says, the patent question very quickly, if we could prove that he is using your system and especially the acting material. I hope ~~I~~<sup>he</sup> can get one of these cells before very long.

Please hurry the boys at Glen Ridge to send me some of the complete cells which I have ordered as soon as possible, and increase that order from 500 to 1,000. You had better send me dif-

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-4-

ferent sizes, but use your own judgment about this.

Any points in explanation of the difference between your battery and lead batteries you can give me in your characteristic way will be very welcome. As you can imagine, the lead battery crowd is not lying idle in ridiculing and running down your battery. The General Director of the Tuter in Hagen, Mr. Adolf Müller, whom you know only lately told the directors of the Deutsche Bank and other banks that the Edison battery will never be invented. Well, they will talk different in a very short time.

Will you please push Lancing in Newark for my waggons, which I ordered? I would like to get these over here as soon as possible to start some of the waggon manufacturers to make some of these trucks. Later on we will perhaps make them ourselves.

If you think it advisable to order a large truck for heavy traction I wish you would find a good, practical one, and have one ordered for me.

When will the Studebaker Runabout which I ordered be sent?

By the way, the floor space of the factory which I intend to rent covers about between 5000 and 6000 square meters, which I think is big enough to make a thousand cells a day.

Please acknowledge this letter at once.

I am, with kind regards,

Yours very truly,

*S. Bergmann*

P.S. Please give mine and my family's best wishes to Mrs. Edison and the children.

*Bergmann*  
SIGMUND BERGMANN  
Unter den Eichen 23/24

BERLIN N. 28th Oct. 04.

Thomas A. Edison, Esq.,  
Orange, N.J.

My dear Edison,

I had yesterday evening another sitting with the directors of the Deutsche Bank, and they pointed out that one clause - you to fight the patents and the Company to pay all expenses for the same - is unusual and must be altered. I suggested that we should either divide, you and your associates pay half and the Company here to pay half. I think this nothing but fair. If this, however, does not suit you, we have to limit the expenses for fighting the patents to so much per year, say ten to twelve thousand Marks and what goes beyond this you would have to stand yourself. Please let me know by telegraph whether you consent to this paragraph.

Things are moving along satisfactorily and I will send you a rectified contract, which as a whole complies with your wishes. The alterations are of minor importance, such as I have already written you in my letter of the 26th inst.

Yours very truly,  
*S. Bergmann*

Outing - 1908

Boigman.

Oct 31-1908

First agree patent suit expenses.  
Equally divided.

Second Want some representation on  
board not dependant on shifting  
stock control of which I have none.

Third Have closed France, Morgan  
Harjes, negotiating with Morgan  
for England same terms as yours  
they thought terms regarding surplus  
profits stiff but explained that  
out my profits must be ~~paid~~  
taken experimental expenses for  
many years and that I was not  
economical experimenter and  
that division was more fair than  
appeared on the surface should  
I agree to any change would be  
honor bound give them same terms

Knowing from experience how little  
I get in the end am not inclined to  
change terms.  
Fourth There is nothing in German law  
prevent company agree to have accounts  
under contract verified by an accountant  
at my request.  
Fifth will agree that a high as ten  
per cent of yearly profits can be  
put aside as reserve.



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## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDE STR.

BERLIN, N. 31st Oct. 1904

### Machine Department.

#### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

#### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calendars  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

#### Automobile Motors.

#### Alternating Current Machinery

for all Standard Voltages and  
Periodicities.

#### Generators, Motors and Transformers

for Single, Two and Three Phase Current.

Controllers and Resistances  
for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

#### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

#### Electric Ventilators

#### Exhaustors

#### High Pressure Blowers Ventilating Fans

for Direct and Alternating Current.

Thomas A. Edison, Esq.,  
Orange. N.J.

My dear Edison,

The contract has been signed for the  
renting of the factory, subject to buy, as per my  
letter of Oct. 26th.

The stock has been considerably over-subscrib-  
ed at 110. The above I have already written you  
Oct. 28th.

I have telegraphed you the following:

"Full amount of stock is subscribed at one  
hundred:ten Deutsche Bank has agreed to every-  
thing as stipulated in your letter with the  
following exceptions. Firstly: the cost of  
patent suits, it being not customary that Company  
should bear any expenses. I have agreed subject  
to your approval that such expenses be divided  
half and half. Second: German law stipulates  
that after the first year members for executive  
committee are elected by stockholders in yearly  
meeting. You and your people will of course always  
be elected as long as we control fifty one per cent  
of stock. Third: after paying sixty cents royalty

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT)

Thomas A. Edison, Esq.,

-2-

per cell and six per cent to stockholders the surplus profit must be divided half to Edison and half to company, division as proposed by you considered prohibitive according to German banking laws. I will agree to waive my share if necessary. Fourth: German law further stipulates that after paying first royalty (which is sixty cents per cell in your case) an amount of not less than five per cent and not more than ten per cent must be put in reserve fund out of profit every year before stockholders can receive their six per cent and before surplus can be divided as per contract, such reserve fund however being limited to ten per cent of amount of full capital. Fifth: Sworn public accountants are appointed here by the courts according to law and individuals interested in company cannot appoint them. ~~I have agreed to all these unavoidable~~ points subject to your approval so cable your acceptance. I further advise sending contract and power of attorney with Dyer for new company here."

which I think you understand thoroughly.

The Deutsche Bank looked upon the proposed contract as a whole very favourably, and are ready to start the Company at once with the above modifications. They pointed out that, firstly, your fighting the patents, attending to lawsuits at an unlimited expense and the Company to pay for it, is unusual, and no financial institution could agree to this.

I then have agreed, subject, of course, to your approval, that the expenses of fighting the patents and protecting ourselves against

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Rec.,

-3-

others could probably be divided half and half, or have the expenses limited to a reasonable amount, and what it costs over and above, that you and your associates will have to stand. This request is only fair, and I hope that you will accede to it.

Second: You have a paragraph in your letter that you will have "the right to nominate and have elected two-fifths of the Board of Directors or executive members of said Company". This is against German law, as the executive members (or Aufsichtsrat) are elected by the stockholders at the annual meeting and the executive members appoint the managers or directors of the Company- I pointed this out, if you remember, while I was over there.

They also pointed out that the surplus profit must be divided half and half. As it will, in my estimation, take a couple of years anyhow to talk about surplus profits, I have agreed to this, and am willing to sacrifice my share, whatever it may be, and rely upon your doing what is right to me when the business is profitable. I have telegraphed Dick on this subject, and he answers that as his proportion is the smallest he will put himself in my hands.

Furthermore, German law stipulates that after everything, including general expenses is paid (and your 60 cents per cell royalty would come under "general expense") an amount of not less than 5 and no more than 10 % must be put in a reserve fund, before profits are divided to the stockholders and the patentee. Such reservation is however, limited to 10 % of the capital stock. Of course this is the law, and I have agreed to it.

Regarding public accountants to be appointed by you, they cannot be appointed by anybody except by the Courts who have such sworn

## BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-4-

public accountants who must go through the books at least once a year and I also had to agree to this.

I have signed contract to rent the factory, which is big enough to employ at least 600 people, with a big lot of land attached to it, for five years, with the privilege of another five years if we do not want to buy the property. I have also an option to buy the property at a stipulated price within two years from the first of January next. This factory, as I have written you before, is just fitted up for our purpose, as good as it could possibly be. It is a six-story building, and basement, of which one floor is rented at a price of about \$3,000 per year. The building is about 175 ft. long and 80 ft. wide. Everything is brand new, has one passenger elevator and one freight elevator; platform scales for weighing coal and material; an extra one-story building attached to it which is about 50 x 80; ~~then a separate building for engines and boilers for at present 200 HP, and room and everything laid out for another boiler and another 200 HP engine and dynamo.~~

There are two lines of shafting running through each floor which are direct driven by electric motors; shipping room, pattern rooms, in fact everything as complete as money and brains can make it. This factory was built in 1900 to build Garvin Machinery. You no doubt know the Garvin Machine Co. in New York. The factory was only running for about a year and a half, and has been standing still ever since. Getting this factory at the price I have is the first stroke of good luck in our new enterprise. There is about 4 acres of land attached, which will be plenty big enough if we should want to build a chemical factory later on.

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-5-

Now this is all very good news.

Now Edison, please hurry up and get me over some of the batteries which I have ordered, and hurry up the machines for perforating and electric welding. Also send me the balance of the drawings and all other details.

I have had some talk with the City officials, and one of the right hand men of the Mayor of Berlin told me that the City is contemplating starting an electric omnibus system in opposition to the electric trams which are commencing to be a hindrance and an annoyance in the streets of Berlin. So you see things are coming already our way. I have had the batteries which I brought with me charged, and I find the small 18-plate cell gives as much as the former 27 plate one. This is exactly what you told me the new battery would do.

Please also hurry up the details and drawings for the nickel plating plant.

**Be sure to have my telegrams and letters answered promptly.**

I have heard through the newspapers that you have not been well, and laid up. Is there any truth in this? I sincerely hope you keep your promise to me, and take a little more care of yourself, and take it a little easier. So far as our new enterprise here is concerned, you need not worry. I am sure that I can give you good news right along.

I take this opportunity of thanking you for the confidence you have shown to me, and for the chance you are giving me to make some money for you and myself again, with some of your enterprises. I will do all I can to show myself worthy of the trust you put in me,

Hoping to hear from you soon, I am, with best wishes.

Yours very truly,

*S. Bergmann*

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIBRARY CODE  
and ABC, 4th. & 5th. Edition.



Engl./W  
Machine Department.

## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDE STR.

BERLIN, N. 4th Nov. 1904

*Wally* ✓

My dear Edison,

I have telegraphed you today:

Continuous Current Generators  
and Motors  
for Direct Coupling and Belt Driving.

Special Motors  
with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

Automobile Motors.

Alternating Current Machinery  
for all Standard Voltages and  
Periodicities.

Generators, Motors and  
Transformers  
for Single, Two and Three Phase Current.

Controllers and Resistances  
for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

Starting and Regulating  
Switches  
for Direct and Alternating Current  
Motors and Generators.

Electric Ventilators  
Exhaustors  
High Pressure Blowers  
Ventilating Fans  
for Direct and Alternating Current.

"Banks agree to everything as per your telegram  
name of company now being formed to be Deutsche  
Edison Accumulatoren Gesellschaft"  
which I hope is satisfactory.

The Banks have finally agreed to your demand  
for dividing the surplus profits two thirds to you  
and one third to the Company. The executive Committee  
will be as I have stated in my letter of the 31st ult.

The 25% of the Capital is to be paid in as  
soon as the Company is organized. After November  
12th the Company will be formed and everything will  
be ready to go ahead. As soon as I get machinery  
from America I am fitting up the shop which I have  
rented for five years with privilege to rent for  
another five years, for the price of \$15,000 per  
year. The shop is big enough to employ from 600  
to 800 hands, with privilege to sublet what we do not  
want. I have also the privilege of buying the whole  
factory, with between 3 and 4 acres of land attached  
for a certain sum which will be stipulated hereafter.  
This is a very good stroke I made as it will save  
us a lot of time and work, as I have explained to

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-2-

you in my last letter.

I have subscribed for you \$50,000 of stock at the same price as the others ~~pay~~ for it, and I will hold this for you for say, a year and a half, and you can take it off my hands then if you like, at the price it cost.

Now, as I am ready to start in with good force, you must assist me by sending drawings, specifications, etc, for making special machinery and tools at once, and I am sure if everything goes fairly right, we can turn out batteries here by the first of April or May.

When will I get some more complete batteries? Don't send any more wooden trays along as I am going to have these made here. Please tell the folks at Glen Ridge they must find a different method of packing the batteries. Quite some came here short-circuited because they were crushed and the can has been bent in and the pressure has bent the inside plates into somewhat this form:

view from  
above



The round offset on the can outside is crushed in on account of its own weight, and the wooden strap from the tray pressed against it. So it shows the batteries must be packed separate, and not packed into the trays.

Regarding that black varnish which they have put on, the same seems to come off very easily, and the batteries have lost their good appearance on account of that. I am sending you some compound

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

-3-

Thomas A. Edison, Esq.,

which I have tried and I think it suits the purpose; the alkali does not touch it, and it sticks to the can very well. This stuff is simply melted and the can warmed a little and dipped into it. The enclosed samples of steel strips are covered with this compound. I am sending you by extra post ten pounds of this stuff. Simply have it melted and dip the cans. The stuff is very cheap, it costs about \$25 a ton. It comes from the Standard Oil Co. in America. I am using this for impregnating my paper tube which I am manufacturing in large quantities.

I am buying this stuff from a Mr. Livingstone; his address is Julius Livingstone,

Bound Brook, N.J.

I am buying thousands of barrels of this stuff from him every year, so please do not varnish the next batteries you send.

When will I get the electric welding and perforating machines which I ordered when I was over there? All the rest, of course, I will have to make myself here.

Hoping to hear from you at an early date, I am,

Yours very truly,

*S. Bergmann*

P.S. I am sending dipped metal strips by separate post to-day.



reducing - 5-6.

Berlin

Nov. 7-1904

Edison,

Have you sent  
perforating machines and  
electric welding apparatus,  
signed

Bergmann

8.35 a.m. (Postal)

George, Berlin.

perforating shipped welder  
goes few days

Σ

Nov. 8/06

Bergman

Am glad to hear you have put the Co affair through. Have seen Janssen & told him to hurry. The delivery wagon along & ship at the earliest possible moment. The best sewage truck that I have seen was built for the Alf Edison Co by the Electric Vehicle Co of Hartford. It carries several tons has hoisting apparatus with separate motor & is all right. Except that perhaps it would be improved by using a chain instead of pinion from motor to jack - it drives the coils with chain 2 motors its expensive costs 4 to 5000, I will correspond with them &

2

get you photographs & data as to cost & delivery -

Regarding Battery, I have laid off the mfg work at Glen Ridge for a while as the welded cans in Wagons outside developed entirely too many leaks, pretty near every can showed exceedingly fine hair like holes which were so small that no liquid showed but what came through came so slowly that the potash evaporated as fast as liquid leaked & left the side seam with little white patches. Some seams would show 6 to 8 white spots others only one. We are now experimenting ~~with~~ to get best way to solder the

welded seams as 99 percent is welded good & strong we think that by soldering in addition that they will hold for years. Hence I don't want to ship any to you until I get the Can all right.

A drawn up can would have even more leaks & would have to be turned all over so that is out of the question. We have very little trouble with the bottom & top welds except at the point where the side weld ends. We are also taking advantage of the shut down to find out why our percent of loss is

so great in making pockets ~~we find that~~ also to get our other tools in good condition & also to ascertain why some cells show a loss of capacity in 3 months while others show no loss. We expect to have our subpress dies in 2 weeks & if all right after thorough test will send you corrected drawings - Rogers is getting more drawings ready for you. Your man is going into matters pretty thoroughly & knows all about a lot of rotten propositions we still have, our can tools are

no good. They never cut or  
 bend them to size & it makes  
 it difficult to weld.  
 Your man has the right idea  
 & we are making some tool  
 that way. He suggests a  
 blanking die to bent the  
 • Can sheet out. If you  
 can get charcoal iron  
 for the can it welds fine  
 steel is hard to weld no  
 matter how low in carbon  
 it is. John is getting along  
 fast on your perforating  
 & welding machines.  
 will let you know  
 when more drawings  
 are ready

Ed

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LUBRINS CODE  
and ABC, 4th. & 5th. Editions.



## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDER STR.

BERLIN, N. 17th Nov. 1904

Bnn/W  
Machine Department.

### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

#### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranks, Lifts, Conveyors  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

#### Automobile Motors.

**Alternating Current Machinery**  
for all Standard Voltages and  
Periodicities.

#### Generators, Motors and Transformers

for Single, Two and Three Phase Current.

**Controllers and Resistances**  
for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

#### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

#### Electric Ventilators Exhaustors

**High Pressure Blowers**  
**Ventilating Fans**  
for Direct and Alternating Current.

Thos. A. Edison, Esq.,  
Orange. N.J.

My dear Edison,

Enclosed please find letter from the  
Deutsche Bank, which is now going conform to your  
letter of Sept. 30th and your cablegram, copy of  
which is also enclosed.

Everything has been agreed upon. The name  
of the Company is to be the "Deutsche Edison  
Accumulatoren Company".

The Deutsche Bank agrees to subscribe 2 mil-  
lions of the capital, and one million I have had  
subscribed through other individuals who are interes-  
ted in electric traction, such as automobile truck  
and waggon builders, electric motor boat builders,  
and also electric central station people and manufac-  
turers.; and 25 % of the capital is to be paid in  
at once.

The Company is to be organized at once, and  
as I have written you before, I am fitting up the  
factory which I have rented.

Please write me immediately that you are  
going conform with us, and make out your contract

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thos. A. Edison, Esq.,

-2-

with the Deutsche Edison Accumulatoren Company. We presume the name is satisfactory to you.

I am awaiting further drawings and specifications from you. To make this a success, you must help me all you can. Be sure to send Rogers over not later than the middle of January. Also send me some of the batteries at once, which I ordered while I was over there; and it is absolutely essential that you and your people at Glen Ridge are in touch with me here, and give me the benefit of your advice and improvements you are making while I am fitting up and getting ready to manufacture.

I must insist upon my letters being given prompt attention. I have had no answer yet to any of my letters to you, outside of your cablegram.

Regarding starting other Companies, I would advise you not to be hasty, as if you wait another six months, I am sure you can dictate your own terms, as I think that I can make these batteries for considerably less money than what it costs you now. I wish you would send me a list of prices you are now paying for raw material, such as steel, hard rubber parts, etc., so I can make comparisons with the prices I am getting here.

Awaiting an early reply, I am,

Yours very truly,

*J. Bergmann*

P-S.

I wish you would cable me on receipt of this that everything is satisfactory.

[ENCLOSURE]

" Copy "

Berlin, November 15th, 1904.

Confidential.

S. Bergmann, Esq.,

Berlin, N.

Dear Sir:

We are in receipt of the letter of September 30th in which Mr. Thomas A. Edison has undertaken the obligation towards you to transfer, under certain conditions, the exploitation of his storage battery patents upon a German corporation to be organized for this purpose. In pursuance of the conferences held between us you have been communicating with Mr. Thomas A. Edison in order to have some points of this agreement modified, as per copies of cables enclosed.

In our last conference there has been reached an understanding on the basis that we expressed our readiness to take interest in the organization of the new Company after your having confirmed to us that Mr. Thomas A. Edison has agreed to the following modifications of his letter above referred to.

1.) The expenses of any lawsuits or other legal proceedings brought by or against the company and involving the right of the Company to exploit the patents before said, are to be equally divided between the Company and Mr. Thomas A. Edison.

2.) We are glad to learn that Mr. Thomas A. Edison is disposed to join the Board of the new Company, and it has been agreed upon that besides Mr. Thomas A. Edison, one or two of his representatives and the following gentlemen will constitute the Board:

[ENCLOSURE]

- 2 -

Kommerzienrat Rud.Koch, Director of the Deutsche Bank,

as Chairman,

Thomas A. Edison,

One or two of his representatives which he will designate,

S. Bergmann of Berlin,

Justizrat Th.Dirksen of Berlin,

Geheimrat Th.Menz, Banker of Dresden,

Joseph Paschorr of Munich,

George S. Runk,

Fritz Günther, Director of the Allgemeine Deutsche

Credit-Anstalt, Dresden.

3.) We note with regret that Mr. Thomas A. Edison declines to reduce his participation in the surplus earnings over and above 6% dividend paid to the shareholders to a proportion less than two-thirds, but, nevertheless, agree to this.

4.) We note Mr. Thomas A. Edison's approval of a proportion of the yearly net earnings up to ten per cent, to be determined by the Board of Directors, being put in reserve before ascertaining the distributable surplus earnings.

5.) In view of the essential interest Mr. Thomas A. Edison will have in the Company and its earnings, we do not hesitate to allow him to have the books and accounts of the Company examined by chartered accountants (Versidete Bücherrevisoren). Since there is a perfect understanding between us on all these points, please confirm to us that you are ready, immediately after the organization of the Company to nominate the same to Mr. Thomas A. Edison as being the corporation with which he is bound to make a contract



[ENCLOSURE]

- 3 -

with the object of exploiting and manufacturing under his patents for Storage Batteries in Germany, Austria, Hungary according to the letter of September 30th 1904 and modifications thereof as stated above.

Awaiting your confirmation we repeat our willingness not only to use our best efforts to assist you in organizing the new Company, but also to subscribe up to 2,000,000 Marks out of the capital of 3,000,000 Marks, if authorized.

We are

Dear Sir,

Yours respectfully,

DEUTSCHE BANK

GE  
YORK.

PERMANENT,  
C. BUSHNELL,  
EDITOR.  
GEORGE W. COPE,  
ASSOCIATE EDITOR.  
H. B. WILLIAMS,  
BUSINESS MANAGER.

11/19/04  
Mr. Thomas A. Edison,  
Dear Sir: *Llewellyn Park*  
*New York*

Referring to the enclosed clipping, which has just come to our notice, will you kindly advise us as to the correctness of the item, giving us, if possible, any further particulars that will enable us to refer to the matter appropriately in *THE IRON AGE*?

PLEASE RETURN THE CLIPPING TO US WITH YOUR CORRECTIONS.

Thanking you in advance for the attention you may give to this inquiry, we remain,

Yours very truly,

*C. Kirschhoff*  
Editor THE IRON AGE.

WE GO TO PRESS WEDNESDAY NOON.  
NOTE.

As you will doubtless require new machine tools and other machinery equipment, including engines and boilers, will you kindly state your requirements in this respect, specifying the various machines, etc., required?

NYFD

## THE IRON AGE

232-238 Willem St., NEW YORK.

Clipping From

*NYFD*

Date

*11/9*

*Norman*

GE

ORK.

### BIG NEW ELECTRICAL COMPANY

Thomas A. Edison Associates with German Concerns

BERLIN, Nov. 12.—It is stated that a great electrical company is about to be established under the auspices of the Deutsche Bank, Thomas A. Edison, and the Siemens-Schuckert Works of Berlin. The President of the Siemens-Schuckert Works, Dr. Siemens, recently visited Mr. Edison to arrange the details of the new company. According to one version, the new company will be situated in the United States.

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIBERS CODE  
and ABC, 4th. & 5th. Edition.



Ann/W  
Machine Department.

## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDE STR.

BERLIN, 22nd Nov., 1904

Thomas A. Edison, Esq.,  
Orange, N.J.

### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

#### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

#### Automobile Motors.

### Alternating Current Machinery

for all Standard Voltages and  
Periodicities.

### Generators, Motors and Transformers

for Single, Two and Three Phase Current.

Controllers and Resistances  
for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

### Electric Ventilators Exhaustors

High Pressure Blowers  
Ventilating Fans  
for Direct and Alternating Current.

My dear Edison,

In reply to yours of November 8th, I  
am glad that I shall get the Lensten delivery wagon  
pretty soon. Of course it has got to be completely  
fitted up with batteries. I also note what you say  
regarding the big delivery wagon, and I shall be  
pleased to get prices and photographs for the same.

Regarding the leakage of the welded cane,  
I have found the same trouble with the batteries I  
brought along and I am sure you have got over this  
difficulty by this time.

Please send me as soon as possible one hundred  
18-plate cells and 100 27-plate cells.

Several new wagons, carriage and delivery  
wagons have been ordered here by ~~some~~ very prominent  
electrical vehicle manufacturer of which I send  
you a catalogue. I have inspected these wagons and  
they are very well and practically constructed.  
They have got all their experience from the lead  
batteries, of course. What I like about these  
wagons is that you can get at the batteries and  
motors easily; in fact, these are built like a

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-2-

machine and not like a wagon in general. At the beginning of February there is an Automobile Exposition here in Berlin, and I want to have several of these wagons exhibited with your battery, so be sure that you ship a couple of hundred by the New Year. The new cells which I brought with me are simply excellent, and far superior to the old ones.

One thing, please let me know, is it necessary that the cans themselves be nickelplated? We have got a varnish of which I am sending you a sample can. This varnish is not touched by the potash and prevents the can absolutely from rusting from the outside. The iron for the cans I intend to use is the same as we are using for our motor armatures. This iron is very smooth, has no crust, and is well pickled, and therefore can easily be plated if necessary.

The machinery I ordered while I was in America is on its way here now, and I can start running by the middle of December. Therefore please hurry all the drawings along as much as possible.

I expect you will send Rogers over here the end of January or beginning of February as you promised. Would it not be a good idea to send Raft over for a while?

Dyer has just arrived and I am going to meet him tomorrow.

Yours very truly,

S. Bergmann

Encls.

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIEBERS CODE  
and ABC, 4th. & 5th. Edition.



Battery Storage - General Assembly Notes - Aug-Dec

## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-27 OUDENARDE STR.

BERLIN, N. 28th Nov. 1904

### Machine Department.

#### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

#### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
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Motor-Dynamos, Balancers, Boosters.

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Motors.

#### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

#### Electric Ventilators Exhaustors

#### High Pressure Blowers

Ventilating Fans  
for Direct and Alternating Current.

Thomas A. Edison, Esq.,

Orange, N.J.

My dear Edison,

Enclosed please find figures for  
charging your battery and running the waggon. These  
are rough figures from our own observation here on  
practically level streets with asphalt and very good  
pavements. Please go over these figures and make  
the necessary corrections according to your experience  
and oblige.

Yours faithfully,

J. Bergmann

answered

Dec 13/04

Enclosure.

[ATTACHMENT]

Dec 13 -

Bugmann -

Your rating of the  
Battery sent me in Blue print is  
entirely wrong. I send you a  
sheet which gives the rating  
here = You will make a serious  
error in a business print of  
views if you overrate the battery  
with the rating we give in the  
Circular enclosed, the public  
is perfectly satisfied, & with  
the price as well, therefore it  
will be foolish to rate them  
any higher as you do not

[ATTACHMENT]

2

gain anything & stand to lose.  
The E 18 cell on a 24 hour charge  
gives 156 to 160 amperes on  
average discharge voltage  
of 1.25- but this is the maximum  
capacity and the public doesn't  
charge 24 hours but generally  
4 to 6 hours, so that the  
actual capacity is  
about 120 am. hours, & the  
rest of the Galleries is  
proportion - on account of the  
leaky cans & the failure



[ATTACHMENT]

3

of the public to fill the batteries  
some leaving them to go half full  
& also using Drug Store  
water which is full of  
Carbonic acid, the capacity  
goes down sometimes to 80  
amper hours. There will  
always be found in every  
set of batteries a few that  
never lose any capacity  
that is what I am working  
on to find out why they  
are constant & others lose

[ATTACHMENT]

4

I am gradually getting on to it.

The Maximum Charging Voltage seldom goes above 175; you have it 180 —

Your weights are wrong.

The new Nickel filler is nearing completion & when thoroughly tested will send Drawings, its simple to build

Regarding Rubber lined  
tanks — We have found

[ATTACHMENT]

✓ 5  
that they are a great success  
as they permit using hot  
solutions, without any  
decoloration which is not  
true of any other form of  
tank — use good quality  
soft rubber  $\frac{1}{8}$  thick, & 2  
surround your joints press together  
to prevent leakage — test them  
with hot water —

We haven't used the Subpress for  
cups yet

Edison

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LITERESS CODE  
and ABC, 4th. & 5th. Edition.



Berlin/W

Machine Department.

**Continuous Current Generators  
and Motors**

for Direct Coupling and Belt Driving.

**Special Motors**

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for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
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**Electric Ventilators  
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**High Pressure Blowers  
Ventilating Fans**

for Direct and Alternating Current.

## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDE STR.

BERLIN, N. 28th Nov. 1904

Thomas A. Edison, Esq.,  
Orange, N.J.

*John  
Hedrick  
Staff Comm*

My dear Edison,

I am sending you by post today a lacquer  
which we have found here in the market, and which  
is alkali proof. This stuff costs about 20 cents a  
Kg. Please try this and if it is satisfactory, I  
will send you a larger quantity. We find it here  
simply excellent. It gives a nice, polished coat to  
the batteries.

I am also sending you a new top for the  
cells. I have combined the two valves into one,  
and I think you will find this an improvement,  
besides it makes the top cheaper and gives us more  
room for the small cells. All the tools can be  
used which you have without any alterations necessary.  
I have shown this to Dyer and perhaps he will use this  
new valve with the patent which you are taking out  
now on the valve. After examining this new top  
carefully, please let me know whether you are satis-  
fied with this alteration, and whether I can go ahead  
and make the tools that way.

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-2-

There is now quite some agitation in the technical and daily newspapers regarding your accumulator, since it has been made public that we are going to start in manufacturing and selling your new batteries. Of course the Jungner group are not lying idle, and make some quite broad claims. Dyer will no doubt write you the details of these different controversies. Of course it does not affect me, only to that extent that I have to explain to the banks what these patents are and what they amount to.

I expect to be ready with the tools to go ahead and make some cells within about two months from January 1st, so be sure that you will have a certain quantity of active material made for me. I must have some of the active material here not later than March 1st.

In your last letter I have carefully noted what you say regarding the leaks on the electrically welded cans. All these little things, as I have written you before, do not bother me at all, as I know we will overcome these without any trouble. The more I look into this battery the more I am encouraged, and I am sure we will make a fine business out of it.

Please send me one of these pressed and drawn cans which you showed me while I was over there. I need this for reference, as the Hagen Accumulator Co. have taken out a design patent on drawing a can out of steel for an alkali battery. I know very well that it is no child's play to draw one of these cans out of this thin material, and almost impossible to make a marketable article.

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-3-

My man who has been working over at your factory is going to arrive here within the next few days, and we will in a very short time make the wool fly and show our friends over here that we are really in earnest in turning out your battery. I will keep you closely posted on the progress I am making from time to time.

Please send me some more drawings and specifications as soon as you can and with kind regards, I am

Yours very truly,

*S. Bergmann*

Enclosure.

Nov. 21/08

Benjamin

Your letter have  
been promptly answered —  
I wrote that we had laid off  
all but about 50 men so as  
to get a chance to solve the  
Welding Co. business & also  
to find out why batteries  
made within last 4 months  
gradually lose their  
capacity falling off  
about 30 percent — We are  
only assembling now to

2

take care of our Customers,  
+ will not start up again  
until the Can problem is  
OK + I have found out cause  
of trouble as to Cap a.o. by  
of course we bring them back  
to original Cap a.o. by  
reversing the current wiring  
for 15 hours, but this is not  
convenient for the public  
+ is a nuisance, I have two  
rooms at Lab filled up +  
have 12 testers + we are  
working night + day so  
far I do not know when the



3

battery comes back OK by  
reversing wires - until I find  
the reason I can't get the  
screwy - as for shipping you  
cells I think you do not  
want them as <sup>in</sup> the E type  
cell ~~is intended to close~~  
the plates are too close together  
We can ship you plates both  
nickel & iron and when you  
get your rubber parts &  
can parts you can assemble  
the H cell there & you will  
have no trouble from

4

• Short circuits in the coil itself -  
side welding machine are  
your Rubber rollers ~~is~~ nearly finished  
at fabrication - We are also making  
new Nickel filling Machine  
+ die which when tried  
will send you drawings -  
will send drawings of things  
we know are OK as soon as  
we are sure of them  
Last night they brought  
over some welded cans  
that are a great improvement

5-

and it really looks as if the  
process was going to be a  
success after all —

Notwithstanding I am rigging  
up the plating system for  
Capacity 20 Cans & Co. Co. &  
if OK will put in for 200 —  
Think it the best & cheapest  
way to make the Can —

Will send you some of the  
first samples —

Lansdon promises an early  
delivery of the delivery  
wagon, <sup>the asphaltic stuff you want</sup> ~~the test~~ Edison

Nov. 29/01

Mr. Benjamin

My Dear Benjamin

The conditions in the letter of the  
Deutsche Bank to yourself  
of which you send me  
is satisfactory -

Yours A E

Bergman.

Dec. 9, 1904

As I wrote you in last letter we are in a quandary about ~~the~~ shipping battery. We have laid off all our force except an assembling gang because I could not afford to run the shop until I had solved the welding problem, & the cause of loss of capacity in some of the cells = This makes it impossible to

2

ship cells for the present, up to now I have not found the cause of the irregularity. I have 12 young men & 6 workmen running Currys on small cells & every day we expect to strike the bug. The welding is improving, today they are making 50 cans to be filled with Patnash test aside, to see if any leaks will develop, & also to find out the percentage of

3

good to bad ~~with~~ Cans.  
your Welding Machines  
will have the latest  
devices on them -

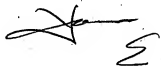
Regarding the Electrolytic  
process; Can moved is done  
& yesterday we cast the first  
matrix, today we shall  
cast more & hope soon to  
send you some fine Electrolytic  
Cans = ~~the~~ Can spare  
Rafu any time you want  
but think you do not

4

need him yet. Your Varnish  
works all right ~~to be~~  
~~on the~~ ~~the~~ ~~the~~  
~~the~~ Where can I  
get it here, & what is  
name of it & price -

It is very essential that  
the Can be nickel plated  
all over & welded in hydrogen;  
it will never do to depend  
on Varnish - When we have  
the Can right we will use  
no Varnish, that being at

present a makeshift to  
Cover up bad work -  
No Varnish will stand a  
year - We only use it because  
we are compelled to,

Σ

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LITHOGRAPH CODE  
and ABC, 4th & 5th Edition.



## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDE STR.

BERLIN, N. 12th Dec. 1904

Enn/w  
Machine Department.

Thomas A. Edison, Esq.,  
Orange, N.J.

### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

#### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranks, Lifts, Calenders  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

#### Automobile Motors.

### Alternating Current Machinery

for all Standard Voltages and  
Periodicities.

### Generators, Motors and Transformers

for Single, Two and Three Phase Current.

Controllers and Resistances  
for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

### Electric Ventilators Exhaustors

High Pressure Blowers  
Ventilating Fans  
for Direct and Alternating Current.

My dear Edison,

Thanks for the prompt answers to my letters. I have noticed in yours of November 29th that you are hard at work to solve the wetting can business, and also to find out why the batteries made within the last few months gradually lose their capacity, and I am sure that you will by this time have gone to the bottom of these problems.

I can wait another few weeks before you send me some cells. If I can get cells shipped from over there by the 1st of February, I will be satisfied, even if they are not quite up to your expectations.

I am getting a waggon built for 60 27-plate cells and with this waggon I can run, sure, 175 kilometers with one charge. As I will not be ready, by the time I get this waggon, to build up batteries here, I wish you would send me about 75 to 100 cells of the 27-plate type. The cells I have I am using for some of my other waggons, and I want brand new battery put into that new waggon,



BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-2-

which is going to be at the Automobile Exposition here in Berlin in February, and even if I don't run the waggon at that time, I want to show your battery with this waggon.

As soon as you have the wetting machines finished, have them sent at once. I am anxious to know what progress you are making with the plating system for the cans, and am anxious to see a few samples of the same. I also note what you say about the Lanson delivery waggon. Do not have him send this waggon until it is perfect, as it does not make much difference now waiting a few weeks longer.

Yours very truly,  
*S. Bergmann*

*Bergmann*  
TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LAMPING CODE  
and ABC, 4th. & 5th. Edition.



Bergmann  
Machine Department.

## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OLDENBURGER STR.

BERLIN, N. 12th Dec. 1904

*Answer to  
Mr. Ditt  
Dec 14/04*  
Thomas A. Edison, Esq.,  
Orange, N.J.

My dear Edison,

I wired you to-day as follows:

"Send all porcelain parts for plating machine"

I should find it a great help if you would send me the porcelain parts, brackets, collars, etc. as we would have to make special moulds here for all these different pieces.

Yours faithfully,

*S. Bergmann*

### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamoes, Balancers, Boosters.

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Periodicities.

### Generators, Motors and Transformers

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Motors.

### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

### Electric Ventilators Exhaustors

### High Pressure Blowers Ventilating Fans

for Direct and Alternating Current.

*OK Kussow  
show to Schmitt  
who is to attend  
to having the  
parts sent*

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIBERS CODE  
and ABC, 4th & 5th Edition.



## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDE STR.

BERLIN, N. 12th Dec. 1904

Machine Department.

Thomas A. Edison, Esq.,

Orange, N.J.

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Motors.

### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

### Electric Ventilators Exhaustors

### High Pressure Blowers Ventilating Fans

for Direct and Alternating Current.

My dear Edison,

I have received your cablegram,  
letting me know the arrangements I have made with  
the Deutsche Bank regarding the Deutsche Edison  
Accumulatoren Company are satisfactory and you have  
no doubt by this time made a contract with this con-  
cern according to your letter to me.

I am hard at work getting the special  
tools and machinery made. Niske, the tool maker who  
has been working at Glen Ridge, has arrived here,  
and I am sure it has been a great advantage that my  
man has been for some time over at Glen Ridge. He  
has acquainted me with a few shortcomings of your  
manufacturing plant, and I shall take great care  
not to make the same mistakes as your people made.

I have hired Professor Förster, whom you  
remember has made those thorough reports, on your  
battery, at a retainer of \$800 per year. He is an  
authority on electro-chemistry and is fully acquaint-  
ed with your battery, so if any patent questions  
come up, or any other unforeseen difficulties, he

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-2-

is at my command. Another reason why I tied this man up to our Company here is so that the opposition cannot get hold of him, as he is the only one so far that knows all the weak and strong points about the battery. I have spoken to Dyer about this and he advised me very strongly to hire him.

Since Dyer has been here, our patent lawyer, Br. Sell and myself have been very much encouraged on the patent question. This Jungner group are making desperate efforts, trying to handicap us & prevent us here manufacturing and introducing your battery. They have come out in the newspapers with all sorts of wild cat stories and lies, regarding the novelty and validity of your battery. Well, they will talk different in about 6 or 8 months from now. If everything goes well, and according to my calculations, and if you assist me, I shall be able to turn out some good batteries by the 1st of May.

Be sure to send me all the drawings necessary, also such special iron and brass castings as you think will help me to get started.

The machinery I have ordered in America has partly arrived, and we will start soon to set it up, so that I can have the machine shop running about the middle of January. I am positive that we will sell all the batteries we can make for years to come at a good price.

Please send me some active material by the middle of February as I think by that time we will be far enough advanced with the pocket tools to try filling some of them.

Yours very truly,  
*S. Bergmann*

POSTAL TELEGRAPH-CABLE COMPANY IN CONNECTION WITH THE COMMERCIAL CABLE COMPANY.



JOHN W. HACKAY, President.  
J. D. STEVENS, Sec'y.

W. K. BAKER, V. P. & G. M.

JOHN W. HACKAY, President.  
ALBERT BECK, Sec'y.

GEO. G. WARD, V. P. & G. M.



**CABLEGRAM.**

The Postal Telegraph-Cable Company transmits and delivers this cablegram subject to the terms and conditions printed on the back of this blank.

NUMBER	SENT BY	RECD BY	CHECK	Received at
4	P. 9	10		832 AM
From: Berlin 13				(WHERE ANY REPLY SHOULD BE SENT)
To: Edison				13 1904

Orange

201 MAIN ST., ORANGE, N. J.  
TELEPHONE, 200.

Must we have plating tubs  
rubber lined  
Bergmann

Please reply by THIS line,

No inquiry respecting this message can be attended to without the production of this paper. Repetitions of doubtful words should be obtained through the Company's offices, and not by DIRECT application to the sender.

THE POSTAL COMPANY'S SYSTEM REACHES ALL IMPORTANT PORTS IN THE UNITED STATES AND BRITISH AMERICA, AND THE COMMERCIAL CABLES, ALL THE WORLD.

Placed to me 9 am

Bathory - TAE

Cable

Berlin, Dec. 13, 1904

Edison

Must we have plating  
and tube rubber lined.

Pigman

Edison

~~All~~ <sup>soft</sup> ~~rub~~ plating tanks ~~Edison~~ ~~Edison~~

All plating tanks lined  
Eighth inch soft rubber  
Welding cans now  
successful,

Edison

Bulley, TAE

Bergmann -

Dec 24/04

The top you sent with Valves in filler I do not think is good -

They break enough of the fillers without adding the Separator. Believes in practice there would not be 10 per cent of the glass

Valves unbroken in one year & the Cell would get badly

Carbonated, even supposing it was an improvement, it would in the height of the Cell & was

could not change the height in this Country now -

I am strongly of the opinion that your better use the

2

two devices separately - so everything will be standard. The gas separator is very important & I don't want the public to be in a position to fool with it -

They are testing your Welders at Glenfield & I hope to ship in few days - The welding now appears to be a success 96 percent not leaking after a weeks test =

I forgot to tell you that Julius & Peter Weber are

going to take hold of the  
battery Co & run it =

I Can let you know  
Rogers any time after  
February -

The nickel filler is  
approaching completion  
& Weber & I are going to  
set it up at Lubavitch  
with the 2 presses &  
work out the proper die  
for putting the tops & bottoms  
of filled cups together  
to get the losses down  
& produce even packets,  
also, settle the assembling

plate question which  
heretofore has not been  
satisfactorily =

I now have 18 men & boys  
in test dept at Lubavitch  
& so far I think we are  
going to settle once for  
all the battery  
question as to constancy  
etc -

Σ



GERMAN EDISON BATTERY COMPANY.

CAPITAL

*N 17770*  
\$750,000.00 *Controlling the life in German Empire Austria Hungary*

*This is the contract for the company*

All of the capital to be subscribed in cash at par and to be paid in by calls as the equipping of the Factory proceeds.

Edison is to enter into a perpetual contract giving said company the sole and exclusive license under all his battery patents for the German Empire and all patents for improvements which he may make for <sup>18</sup>eight years after the factory is in operation. *from date of Comm.*

For this contract the Company is to pay sixty cents royalty on each 18 plate cell manufactured during the life of the patents, and ~~of the~~ <sup>of the</sup> earnings after a sum sufficient to pay six per cent on the cash capital has been deducted.

After the patents have expired, the royalties shall cease, but half of the earnings shall nevertheless continue indefinitely.

The Company is not to increase its capital, consolidate or ~~sell its~~ <sup>or sell its</sup> interest, with or purchase any other Company or purchase or manufacture any other article than the Edison battery, or use its earnings for increasing the capacity of its plant, neither shall it go into the renting of batteries, or make any commitments beyond its capacity to pay therefor from its cash capital without the consent of the patentee.

The patentee is to have the right to nominate and have elected two fifths of the Board of Directors. *N. G. B. members*  
In main Contract gives list patents & applications -

Co agrees not to sell for Export to any other Country or sell to persons who do export etc. *except with permission of the patentee*  
On any patent suit we are to have the management of the Case, they can associate with us in they pay the expenses

These stating patent

*will agree to have some special clause inserted in the Constitution*

*German working*  
Edison agrees to furnish at cost drawings of any improvement which he may make during the term of the contract for manufacturing batteries

[ON BACK OF PRECEDING PAGE]

$$\begin{array}{r} 225 \\ \times 30 \\ \hline 6750 \end{array}$$
$$\begin{array}{r} 75^\circ \\ 44 \\ \hline 119 \end{array}$$

300 CHILLS DAILY.

Profit \$2.50 per cell, 312 days. Total \$234,000.00, deduct \$56,160.00 royalty leaves \$177,840.00, 6% on Capital deducted \$30,000 leaves \$147,840.00, 1/2 of this going to capital gives \$73,920, this added to the \$30,000 gives capital \$103,920.00 or about 20% dividend on capital. This leaves Inventor \$130,080.00.

On the basis of paying 1/2 the earnings above the 6% to obtain the cash and promote the Company, this 1/2 would come out of Dicks proportion, leaving Edison \$102,000 and Dick \$28,000.00 yearly; deduct proportion of patent expenses for Germany, etc. J. W. A. would probably get \$8,750.00 yearly.

If the Cash gets 6% and 1/3 of profit instead of half, then Cash gets \$30,000 and \$49,280.00, total \$79,280.00 or 15,1 1/2% dividend, leaving \$154,720.00 to inventor, of this \$49,280.00 is paid for ~~promotion~~ promotion, giving Edison \$102,000, Dick \$52,720. yearly.

**1904. Edison, T.A. - General (D-04-06)**

This folder contains correspondence and other documents relating to a variety of subjects. Included are documents that deal with more than one subject or that do not fall under the main subject categories in the Document File. Among the items for 1904 are letters from longtime Edison associates Sigmund Bergmann, William J. Hammer, Edward H. Johnson, Arthur E. Kennelly, Thomas C. Martin, and Josiah C. Reiff. One letter from Hammer encloses correspondence from Francis Jehl and Etienne de Fodor. Also included are letters by Herman E. Dick, William E. Gilmore, Miller Reese Hutchison, and Elihu Thomson. Other items pertain to experimental work on wax compounds for phonograph records, legal work by Frank L. Dyer on behalf of the Edison companies, and a personal loan made by Edison to Willis N. Stewart.

All of the documents have been selected except for duplicates.

*Re: Edison*

TELEPHONE, 251 CORTLANDT.

CABLE ADDRESS, "RENNAN NEW YORK"

WILLIAM J. HAMMER

CONSULTING ELECTRICAL ENGINEER,  
1406 HAVEMEYER BUILDING,  
26 CORTLANDT STREET,

NEW YORK, January 2, 1904.

Thomas A. Edison, Esq.,  
Orange, N. J.

*None*

Dear Sir:

Your favor of December 31st received. I note that Messrs. Williams, Brown & Earle, of Philadelphia have sent you a second Spinthariscopescope, and that it does not give scintillations, no matter how adjusted. Please return this at once and call attention to the fact that Mr. Hammer took the Spinthariscopescope with him and paid for it.

I saw one of the members of the firm, I think it was Mr. Earle, and being anxious to secure an excellent Spinthariscopescope for Mr. Edison I finally urged him to let me examine his stock myself, and spent an hour looking over the two dozen which he had, and picked out one which I brought on and handed Mr. Edison personally. I think altogether it took me three hours to get this Spinthariscopescope for Mr. Edison, but decided to give it my personal attention rather than to send them the order, as I feared he might not get a satisfactory specimen, and was anxious that he should.

My judgment in the matter is supported by the fact that you have just received one that is not at all satisfactory.

If you will return this second one to the firm and state the circumstances though, there will be no further trouble.

I presume the original memorandum which I gave them was

-2-

Thomas A. Edison, Esq.,

1-2-04

was not destroyed when I told them I would take one with me, and  
pay for it myself, and this led to their sending the second one.

Very truly yours,

A handwritten signature in dark ink, appearing to read "W. G. Hammer". The signature is written in a cursive style with a large, looping initial "W" and a long horizontal stroke extending to the right.

Henry S. Williams  
N. Howard Brown  
Morris Earle



Cable Address "Autograph"  
Long Distance and Local Bell Telephone  
Walnut 1-4  
KeyStone Telephone, Main 8-12

# WILLIAMS, BROWN & EARLE

## Departments

- No. 1. Engineering Instruments and Supplies
- No. 2. Spectacles, Eye Glasses and Thermometers
- No. 3. Photographic Instruments and Supplies
- No. 4. Photo Developing and Printing: Blue Prints
- No. 5. Stereoscopic and Projection Apparatus
- No. 6. Microscopes and Laboratory Supplies
- No. 7. Physical and X-Ray Apparatus
- No. 8. Scientific Novelties
- No. 9. Blank Books, Stationery and Engraving Room Furniture.

Importers and Manufacturers of

**Stereopticons, Slides and Projection  
Apparatus, Microscopical,  
X-Ray and Laboratory Supplies**

## Specialties

Radium and the Spintharoscope  
The Bright White Light  
Educational Lectures and Projection  
Apparatus  
Back Microscopes  
Leitz Microscopes  
Lectern Slides  
X-Ray Apparatus  
Laboratory Supplies  
Moving Picture Machines and Films  
Geological and Botanical Supplies  
Sole Agents for Knuffli & Escher Co.,  
and K. & J. Beck, London.

Philadelphia, Jan. 2nd, 1904

Mr. Thomas A. Edison,  
Orange, N.J.

Dear Sir,

Replying to yours of the 31st regarding the Spintharoscope which we sent you we beg to say that Mr. W. J. Hammer called here some days ago, and stated that he wished to select a Spintharoscope for you. We showed him our stock, and he selected from it the best of the lot, which he remarked at the time was the best he had ever seen. He instructed us to send this to you with his name marked on it and he would explain to you about it when he saw you. We regret very much to learn that the instrument is not in good condition and if you will return it we will carefully replace it with another. We believe Mr. Hammer can explain to you why he sent it, as he gave us no other explanation. It is possible that the little piece of radium has become dislodged in transportation which may be the reason for the difficulty with the instrument.

Very truly yours,

Williams, Brown & Earle

per

*[Handwritten signature]*

*Its all right now  
but please send bill  
TAE*

[ON BACK OF PRECEDING PAGE]

RECEIVED  
U.S. DEPARTMENT OF JUSTICE  
WASHINGTON, D.C. 20535



U.S. DEPARTMENT OF JUSTICE  
WASHINGTON, D.C. 20535

RECEIVED  
U.S. DEPARTMENT OF JUSTICE  
WASHINGTON, D.C. 20535

What I don't understand  
is that Hamme personally handed  
me one which he said was the  
best in the lot - and then along  
comes another from you -  
the 2nd one is now OK & fixed  
it, but why I have two  
after all I can't understand  
I will however keep it, but to  
whom shall I present for the  
2nd one

Σ



Henry S. Williams  
N. Howard Brown  
Morris Earle

*Returned  
Jan. 17/04*



Cable Address "Autograph"

Long Distance and Local Bell Telephone  
Main 8-12  
Keynote Telephone, Main 8-12

# WILLIAMS, BROWN & EARLE

## Departments

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- No. 2. Spectacles, Eye Glasses and Thermometers
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X-Ray Apparatus  
Laboratory Supplies  
Moving Picture Machines and Films  
Geological and Botanical Supplies  
Sole Agents for Keuffel & Esser Co.,  
and R. & J. Beck, London.

Philadelphia, January 6th, 1904

Mr. Thomas A. Edison,  
Orange, N.J.

Dear Sir,

*John  
get it from Edison  
for want to return it*

Replying to yours of the 15th regarding the Spintarscope, Mr. Hammer paid for the Spintarscope when he was here, and we therefore did not send a bill for it. We trust that if the instrument is not satisfactory, that you will return it and let us send you another one as we have a large stock and can send you one without difficulty.

Very truly yours,

Williams, Brown & Earle,

per *WBE*

TAE-Friends

Answered  
Jan 15/1904.

A. E. KENNELLY,  
PROFESSOR OF ELECTRICAL ENGINEERING,  
PERCIE HALL,  
HARVARD UNIVERSITY.

CAMBRIDGE, MASS., 8th Jan. 1904

Kennelly

Dear Mr. Edison :-

Some kind thief has stolen  
the draw-plate I think  
Mr. Will. of Coatham would  
I have some silver wire three  
thousandths of an inch in  
diameter that I want  
to draw down to one thousandth. He has no  
draw-plate fine enough, and I can't find anyone  
in Boston who can do it. I want to go for an  
experiment in telephony. You have or had, a  
sapphire draw-plate that went down to  $\frac{1}{1000}$  inch. I think.  
If so, will you be benevolent and lend it to me  
for a little while, sending it by express, collect,  
to me here. If you would, I should be greatly  
 beholden to you. Or, if you would prefer, I  
will send you the wire that I want drawn down.  
but I don't want to bother you <sup>with work</sup> in this way. May  
let me hear from you.

Do you see that Hibbard (last number  
of the London Electrician) has recently read a paper  
on your storage battery before the British Institution of Elect.  
Engs. on your storage battery, and that Hospitalier  
in L'Industrie Electrique, about four weeks ago, praised  
your cell highly from tests he made on it.

We are expecting shortly to receive your cells for  
test here, in order to prepare part of the material  
for the paper before the St Louis Electrical Congress  
in Sept on your battery. The remainder of the  
material and data I shall have to come to  
Orange and bother you for.

With all kind wishes

Yours very sincerely

A. E. Kennelly

Yellowstone Park Telephone and Telegraph Company

FRANK A. HALL,  
President.

EXECUTIVE OFFICE

LIVINGSTON, MONTANA,

Jan'y 27/04

W. H. H. /  
Thos. A. Edison, Esq.

Orange, N. J.  
Dear Sir:-

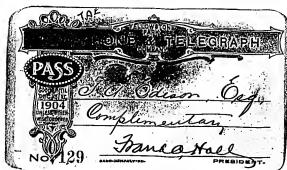
Yours favor of the 18th has just reached me here, this being my permanent address. I made you from Col. Lamont's office 49 Wall, enclosing check & same was returned there. It should have been forwarded, as was this letter.

I will write them by this mail & see what has become of the check, have it properly endorsed & forwarded. Regretting the oversight & delay  
I am

Very truly yours

Frank A. Hall

[ENCLOSURE]



THE PERSON - 3 days  
has been  
Please letter him  
held for 3 days at 11:00  
J. H. H. H. H. H.

WOODLAWN AVENUE,  
CHICAGO.

Jan, 28 1904

Friend John.

Kenneth was operated  
upon yesterday morning at St. Joseph's  
Hospital by our team & seems to  
be getting along all right - Spinal left  
him & he is bright & cheerful. The  
cause of the trouble was found and  
removed & he ought to be all right.

I saw in the "Inquirer" this morning  
that Mr. Edison was operated upon  
yesterday. Let me hear about it John.  
With best wishes from  
Mary & Mrs. H. H. H.

Et L-1-2547

WILLIAM D. MARKS  
CONSULTING ENGINEER  
SUITE 216, THE BOWNE  
PHILADELPHIA, PA.

Jan 25-1904

My dear Edwin -

I shall probably be in Missouri  
on Feb 11 - & so will not be able to be at  
the dinner -

There is a grain & measure issue  
in the leadership of the outfit - but that  
is a detail only -

"May you live as long as you like  
and have what you like as long as you  
live"

Most truly -

Wm D Marks.

[ENCLOSURE]

## Edison Medal Association

Dear Sir:

In view of the fact that the year 1904 marks the twenty-fifth anniversary of the successful introduction and commercial development of the incandescent lamp, it is deemed appropriate to celebrate so significant an occasion. The friends and associates of Thomas Alva Edison, the pioneer with whose work this great event in electrical history is so closely identified, desire, therefore, to pay him some timely tribute in recognition of what he has thus contributed, as well as in other respects by notable inventions and by unremitting effort, to the advance of electrical science, application and industry. No other twenty-five years in history have equaled this period in the benefits bestowed on mankind by the electrical arts, or in the profitable employment given to capital and labor.

New York  
January  
First

The means proposed for signalizing the anniversary are the foundation and endowment of an Edison Medal, whose award shall stimulate the ambitions and energies of young men proposing to devote themselves to electrical careers. It is intended that this medal shall go each year to that student in electrical engineering whose thesis or recorded research shall be deemed most worthy of honor.

The American Institute of Electrical Engineers has agreed to act as the Trustee for this medal, and the plan is to have the various colleges and universities of the United States and Canada in which the degree of electrical engineering is given, select in each instance the best thesis presented by their respective graduates for the year, which thesis shall be sent to the proper committee of the American Institute of Electrical Engineers; and that committee will make the final selection. The governing conditions will be announced later and will be embodied in the deed of gift. Not only will the name of Edison be appropriately distinguished, but a decided incentive will be given to the young engineer towards original effort.

It is proposed to raise the sum of, say, approximately \$7000, of which \$5000 will represent the principal, the interest on which shall be applied to this purpose annually. It is expected that those who are invited to subscribe will do so in sums ranging from \$10.00 or less, up to such amounts as are in accordance with the sentiments of the contributor, and his desire to accomplish the admirable purpose and object in view, as representative of a great period of development in which he has played a part.



[ENCLOSURE]

You are requested to send your subscription at once to Frank S. Hastings, treasurer, 80 Broadway, New York, N. Y. You are also requested to forward to any member of the executive or general committee the names of any gentlemen whom you consider entitled to an invitation to contribute to the Fund. It is proposed to present this medal fund to the Institute, as the trustee, with the names of the contributors, at the annual dinner of the American Institute of Electrical Engineers, with Mr. Edison as a guest of honor, February 11, 1904, and it is therefore proposed that subscriptions shall be closed February 1st.

Samuel Insull, *Chairman*  
Edison Building, Chicago, Ill.

Charles Batchelor, *Vice-Chairman*  
33 West 25th Street, New York, N. Y.

Frank S. Hastings, *Treasurer*  
80 Broadway, New York, N. Y.

Robert T. E. Lozier, *Secretary*  
774 Ridgeway Ave., Cincinnati, Ohio  
and 250 Broadway, New York, N. Y.

# [ENCLOSURE]

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TAE  
Graham

EDWARD H. JOHNSON.

London Feb 4 84

My Dear Edison

Excuse pencil ink on my back  
temporarily, and only temporarily, I  
am glad to say but nevertheless  
quite ineffectively as you will  
gather from a perusal of this  
letter if you will indulge me  
so much -

First Let me say, that the tide  
has at last turned in my affairs  
and if I can only hold on  
to what I've got for another  
6 months or a year I shall be  
once more riding high on the  
wave of prosperity - To enable  
me to hold on I must have  
Three Thousand Dollars - This money  
I can only raise by the sacrifice  
of that which has no market value  
today but which tomorrow will  
make me a rich man again

~~Therefore~~  
This therefore is an appeal to  
you for that small but highly  
potential sum, and what follows  
is a description of the collateral  
I propose to give you to cover  
it and the 2000 I already owe  
you as well. -

Here is where all my so called  
friends leave you & Bergmann  
should stop reading & write this  
reply. - As for Bergmann I am not  
going to him for the reason that  
he is of his own accord sending  
me to Haverhill for a permanent  
cure of my weakened heart. -  
How very much stronger by the way  
than when I saw you last Spring  
I am not going to my two sons  
in Law though both are sick men  
for the reason that they took my  
girls from a rapidly disintegrating  
luxuriousness without endowment  
of any sort and permanently  
established them outside the pale  
of my future. - I have been so thankful

EDWARD H. JOHNSON.

for that that I have never  
 borrowed a dollar from either  
 of them and never will could  
 what way -

Morgan having deserted me of  
 course all the small fry have  
 followed suit - I want to live  
 to require the ground I occupied  
 before the entered into my affairs  
 then I shall tell him how the  
 caused my downfall and how  
 & by whom and I recovered &  
 I shall invite you to the scene  
 My Colateral -

Half interest in a new branch of my  
 own invention for which Patent applica-  
 -tion is pending in the Pat. Patent  
 office and as to which I have  
 been notified of the allowance of  
 10 of the 12 claims applied for  
 the other two I hardly expected to  
 get as they were drawn too sweeping  
 Against the 10 allowed which in  
 Feasibility cover the corner of my  
 invention the office cited no  
 reference and raised no objection,

However - I own a half interest  
in the H.B. Patent & will assign it  
again as collateral - The other half  
is held by a new Swedish Partner  
I have taken an over here - but  
I had an unrestricted power to  
deal with his interest.

New Dynamo - This is a Swedish  
invention which I secured a  
50% interest in for the U.S. by  
simply taking out the Patent  
I also hold full powers with  
respect to the other interest  
The Director is a new man -  
Parrhall has passed upon the idea  
& pronounced it novel & expresses  
a desire to see it in operation  
which he will even do - I have  
seen it and know that it is an  
operator's machine - It is the  
turning of armature reaction  
from an obstruction factor to a  
helpful one - This it does so completely  
that it has been run both as a  
dynamo and as a motor by means

3 of a field. EDWARD R. JOHNSON. Created solely  
by the complete turns on the  
armature itself - the field windings  
then employed at all - there is  
no sparking even when it is  
reversed while running - it is  
then possible to make a simple  
blackline without field winding  
and a compound machine  
with only a thrust coil - The  
inventor thinks also that he has  
in it the great combination for  
single phase alternating current  
motors - but we have not yet tried  
this - This 40% interest I will  
also assign you -

I have much more Patent property  
than this in the U.S. but as  
Gene Lewis can tell you I have  
put it all in a Trust for the  
benefit of my family whom I  
think this means of securing before  
I settle with my big hearted  
Philomathesis Hall at Friends

I cannot therefore touch any of it  
Moreover a part of this sum  
is for the purpose of meeting  
various obligations against that  
trust in order to save its property  
There is not for the need of calling  
to raise this small amount  
of money with them, hence the  
interest should also be assigned  
by law to that trust - My son  
is now George Quintard Palmer  
is its sole Trustee - He is not only  
admirably straight forward & trustworthy  
but he is an exceptionally able  
business man as well -

These contributions within the Trust  
plus those tendered you as security  
constitute the component parts of a  
Double Series Parallel Compound Regenerative  
System of Electric Traction which as  
was shown by recent trials on the  
New South Wales Railways <sup>has</sup> ~~is~~ no  
parallel anywhere - Parsons who  
made the efficiency tests took  
Copper & Rice in Power Rating



Edward H. Johnson,

What I have done since this  
said and that the world will  
know to have for the N.Y.  
Let me tell you what I can do

1<sup>st</sup> As to propelling power the Equipment  
is a Series Equipment only - i.e.  
discharging with starting & regulating,  
resistance & governing entirely on  
the magnetic force of the motor  
themselves & saving up 15% in  
Energy consumption over the 4, E,  
is made -

2<sup>nd</sup> By a slight back ward Thrust  
on the Controller handle, not  
moving it to change the Series  
Parallel relation of the Armature  
Circuit - the equipment becomes  
a Compound Regenerative one and  
ports energy back into the line  
from just shut down to a slow  
walk - say 2 miles an hour -  
Grades & kinetic flux are made to  
give back 25% of the gross  
consumption i.e. 30% net saving

- A Slight Forward Movement  
Will Break The Compound Spring  
In The Series Characteristic  
Of The Equipment - The Alternating  
Of Equipment Characteristic Is Noted -  
- Arises From Any Point Or Position  
Of Controller - However I Have  
By A Simple Means Made It Automatic  
So That If You Switch A Car Over  
The Top Of A Hill In Its "Series"  
Class It Would Change That Class  
To A Compound Regeneration & Forward  
Class The Car - But If It Didn't  
Any Reason Of A Slipping Track, Burn  
Out Or What Not This Is What  
Should Happen -

3<sup>rd</sup> Regenerative Demanding Motion  
Of Course Falls Of Total arrest  
and what needs to be supplemented  
by a WHL Electric Brake - Here, When  
We Come In And The Concerns Of  
Both Expert & Lay Opinion is That I  
Have Landed Heavily, Even On The  
Tail Of Our Brakes For Steam Trains  
I still use the Kinetic Of The Car  
but there is so little of it left  
to Hill That It's Not Worth Saving  
So I dispense it in the usual

of 5" EDWARD H. JOHNSON. way - but  
The manner of doing it is  
Several things of value not  
Now attainable by means of other  
brakes -

Speaking diagrammatically I take a  
Cable from a brake lever - Track  
or wheel - to one of the car axles  
- take  $\frac{1}{2}$  or 4 turns around that  
over a pulley <sup>over a pulley</sup> then <sup>then</sup> <sup>to</sup> a weight - Now  
you will see that the pull on  
the brake rod is the product of  
the turns around the axle plus  
the weight - as a matter of fact  
I get with a 50 pound weight  
hanging on the free end of the  
spiral turns 400 pounds pull  
on the brake rod - & that yields  
4000 pounds on the tires -

Now I keep this brake continually  
set by adding the weight up  
with a balance - The cable around  
the axle having sufficient resilience  
expands & stands clear of contact  
with the axle - This is a simple

Explanation - but the thing has  
been worked out complete and  
Every detail - it is for instance made  
Operative both ways - directions -  
It is connected through the main  
Controller in such way as to  
bring it into operation at the  
end of the effective braking  
power of the Regenerative Motor,  
or it may be brought in con-  
-current with the Regenerative  
braking function thus yielding  
an emergency braking effort of  
great efficiency -

It is further ~~so arranged~~ as  
to be brought into operation  
automatically by the loss of  
the Trolley or other disconnection  
of the Electric Circuits

It is in fact a Potentially Energy  
Safety factor always ready to  
stop the car when anything goes

wrong -

All the foregoing has been proven  
in practical operation -  
As a Power Brake you have seen  
all I want is a small Electric

6  
Present and a Revolution  
Pass at the Motor Mass Rank  
- a train like running through all  
the columns (of course in the US)  
will effect a smoother & more  
powerful trading effort than is  
now possible to any one and  
should the train had every section  
of it will promptly stop

Now comes my next step & this is  
in confidence I am thinking of revolution  
- No Producers other than those deriving  
their energizing force from the Motor  
acting as generators have the quality  
of discriminating between a fast &  
a slow road or any of the other causes  
affecting the friction coefficient between  
wheel & rail - Hence flat wheels  
running on rails - Now I am going  
to give to my Mechanical Trade  
this discriminating power - &  
further I am going to conform  
the pressure on the Producers  
absolutely to the Velocity of the  
Vehicle - Hence that my Producers

Pressure is the force due to the  
Spring return ~~plus~~ my weight  
If I vary the weight even though  
I do not move it a thousandth  
of an inch I will vary the  
Pressure on the shoe. - To achieve  
this result I have designed an  
extremely simple form of shoe.  
Governor Electro which I attach to  
each axle <sup>spoke</sup> which is made to vary  
the current through the solenoid - ~~which~~  
when at its maximum will lift &  
disturb the weight (Brake off) - but  
which ~~will~~ <sup>will</sup> reduced ~~the~~ <sup>will</sup> the weight  
a little on the shoe, ~~which~~ <sup>which</sup> the  
effect of this will is then determined  
by the varying current through the  
solenoid & as you see it is known -  
I should care of the axle stop  
rotating - or rather when it is  
on the point of stopping the force  
current is momentarily affecting  
on the solenoid the weight kicked  
up & the brake off - but how  
gliding than I can tell it - the  
sluggish axle is fully moving  
again and the brake, are again on.

Y<sup>r</sup> full force —

EDWARD R. JOHNSON.

The means employed to effect  
all this are very simple  
withal ~~simplicity~~ <sup>gentle</sup> practicable  
wherever their fashion and means  
reducing my Power to the level  
of ordinary mechanical trading  
assuming that you have read  
them far away I add a  
little by way of showing you  
how the tide has turned for  
me —

1<sup>st</sup> A Committee of my Shareholders  
was appointed to determine the  
Shareholders at large as to the  
course to be pursued. It was from  
the very outset called the Liquidity  
Com.

I ordered that Com off until last  
Decr when I made a demonstration  
for them at New Canalt & converted  
them into a Com. on Wags & Means

2<sup>nd</sup> My Wicked Partner, Kuhn, & I  
have been ~~enemies~~ <sup>enemies</sup> and ~~have~~ <sup>have</sup>  
have been rejected into my ~~hands~~

I am to be made Managing  
Director with ample authority  
(never had any hesitation).

3- 50% of own car called Capital  
(70,000 £) is to be called up.

4- I am to be given a further  
up to date ship right here in  
London.

5- I am going to make a study  
of Storage Battery ~~propulsion~~  
since with my equipment Weight  
Ceals to have any losses.

I'll give with your Battery for  
the 1st time High Speed Service

You can quickly accelerate the Weight  
without injuring the first practically  
all the accelerating energy lost  
in the Battery - I'll not multiply  
the Batteries to do it -

I'll operate that car without  
Tor or Jerk, and I'll take it  
on the hills with perfect safety.  
Send me a bit of your feelings  
& I'll give hands with Parashaw  
Lick to & serve this in 60 days.



EDWARD H. JOHNSON.

I would give much to be in  
an ~~advanced~~ ~~advanced~~ ~~advanced~~ laboratory  
developing these things,  
from that I am nearly 60  
I recognize the fact that  
as an subordinate of yours in  
the laboratory I would have  
attained my highest ~~development~~

Glad to hear such good  
reports of your work - your  
health and your family.

I am as of old  
Sincerely,  
Edward H. Johnson

[ENCLOSURE]

PAE -  
Grants

T.D.E.

This is a Proof only,  
will be a better looking  
than, etc I am done with it

G.H.

**Johnson=Lundell**  
**Motor Car**  
**System.**

§ § §

[ENCLOSURE]

## Johnson-Lundell Motor Car System.

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That mechanical power is about to supersede the Horse upon the untracked, as it has upon the tracked roadway, is no longer a debatable question; the query is, as to which of the many competing forms of mechanical power will survive. Will it be Gas, Oil, Air, Steam or kindred power? Or will it be that apparently omnipotent force, Electricity?

While the answer to this query is, perhaps, as yet only being indicated in this country, we claim that in America, that land of quick practical selection, it has already been definitely given; that the Young Electrical Giant has won in this Contest—with the same contestants, just as it did in the Contest for Supremacy on the Rails. It is nevertheless admitted that there is yet a fruitful field for further development; this fact renders it profitable to examine the

### Problems of Development.

It would not be profitable to go extensively into the question of the relative difficulties with which each of the several types of motor car powers have to contend; it is sufficient for our present purpose to take cognizance of the fact that each encounters obstacles peculiar to itself, which must be overcome ere it can be "placed" in the final contest for supremacy.

For the purpose of the present discussion, we may, however, divide these obstacles into two generic classes:—

- 1.—Complex Mechanism's Noxious Vapors—Noise and other nuisances arising from combustion and the employment of high pressures; these obstructive features are incidental to all powers other than Electricity.
- 2.—Excessive weight involved in carrying upon the vehicle a storage of force—this obstruction is incidental to Compressed Air and Electricity only.

With the first classification we need not deal, the problems presented therein are as familiar as the proverbial "household words," they have been problems for decades and are likely to be for decades yet to come. Compressed air though a "storage" system and

[ENCLOSURE]

subject to the same obstacles of weight, renewal charge, etc., as in electricity, is nevertheless more properly classified in the category of Gas Powers. Its problems are akin to these, though even more numerous and difficult of solution.

It is in the second classification that we find ourselves faced with a comparatively new problem, viz.: The problem of carrying a sufficient store of energy with which to propel a vehicle a profitable distance upon a trackless roadway.

Having relegated compressed air to the first classification, we need consider this problem only in its relation to electricity; in its solution, we are of the opinion that there is to be found more ample reward than is derivable from the solution of any other problem with which we are immediately faced.

In the final analysis the problem is found to be solely one of weight reduction, it is sometimes formulated as "excessive recharging, or renewal requirement." It is, however, none the less simply a problem of weight reduction, as is shown by the fact that with every unit of such reduction there results a reduction of renewal requirement, the logic of which, of course is, that if we could effect indefinite weight reduction we could indefinitely postpone the need of recharging. Since, however, we must presently reach the limit in weight reduction, so we must in storage capacity, and renewal becomes imperative. The problem before us is therefore reduced to this: Can we so reduce this handicap of the electric motor as to permit its manifold advantages in other respects to place it definitely in the van of all other powers? We think we can, and shall endeavor herein to indicate both the direction and the ways and means by which it may be accomplished.

## The Problem of Weight Reduction.

If, without reduction of storage capacity, we can by any means effect a reduction of weight, we shall gain in mileage capacity in a greater ratio than we lose in weight; this, for the obvious reason that each unit of force is now expended upon a less unit of weight, and must necessarily propel it a greater distance.

In this fact we have high incentive to work zealously for even minute weight reductions, as well as ample assurance of ultimate success in practically eliminating weight as a factor in the problem.

In considering how best to solve this problem, we find there are three distinct lines of investigation that may be profitably pursued.

- 1.—To effect the direct reduction of weight of storage cells or other parts of the vehicle mechanism through improvements effected therein.
- 2.—To effect an increase of economical efficiency in the apparatus employed in translating the storage energy into motive power.
- 3.—To develop a method of giving to a unit of stored force an augmented work capacity independent of the efficiencies of the several working parts of the vehicle.

First.—The weight of electrical storage cells as they are at present constructed is abnormal when considered in comparison with the reservoirs of any other force, much has been done and is being done in effecting a reduction of this weight, but the available margin for further reduction is still greater than that which has thus far been utilized, and far greater than that offered by any other component of the vehicle; in fact, no reduction of any portion of the vehicle equipment is practicable except by and through the reduction of the storage weight.

The one avenue through which we can look for direct weight reduction is therefore that of storage cell improvements. Moreover, as there exists no natural law against an almost indefinite continuance of improvement, akin to those already effected, and as the "necessity" for such improvement is rapidly becoming imperative, we may look with confidence for the birth of the proverbial "invention" that is to contribute a substantial quota to the solution of this problem. In fact, a mere glance at the literature of the art shows that the laboratories of the world are busy with the problem and are insistently claiming to have already solved it. That out of all this chaos there is being surely evolved substantial gain is evidenced by a comparison of the storage cells of to-day with those in use but a few years since.

Second.—Inasmuch as the weight of a stored unit of electric force is greater than that of any other power, it follows that it is more incumbent upon us to conserve the electric unit than any other; this is, however, far from being generally done; in fact, the economic efficiency of the motor is often hardly considered, whereas it should receive prime consideration.

If we can in any way increase the effective working capacity of a given weight of stored force we shall obtain the equivalent of weight reduction, since without having increased our weight we have increased the mileage capacity of the vehicle, and may now either retain, in this form, the advantage gained, or, assuming that our mileage capacity is already satisfactory, we may trade the gain

[ENCLOSURE]

therein for a reduction of the storage weight. It is obvious from the foregoing that any increase of motor efficiency is the equivalent of weight reduction; likewise that any decrease of bearing friction, or any improvement in weight distribution effecting an easier carriage are one and all contributory in the same direction. It is true that the average efficiencies of motors and the anti-frictional properties of roller bearings now generally employed are already high, and we can hardly expect much improvement in any one of these factors, but a judicious selection of the most efficient of each will yield a substantial aggregate of gain that will influence our problem of weight reduction in no small degree, particularly in view of the fact herein shown that such gains in efficiency have a double measure of value.

Third.—Getting something for nothing: This great desideratum—physical paradox though it appears—is nevertheless a potential characteristic of the electric motor; its practical realization becomes possible through the fact that an electric motor and an electric generator are identical machines, and may be indifferently employed for either purpose; hence the motor of a car which erstwhile absorbed electric force from the stored supply, and translated it into motive power, which in turn lifted the vehicle up a hill, now becomes a machine capable of absorbing the motive power developed by the descending vehicle, and of translating it into stored electric force.

A motor generator when translating electricity into motive power, and now translating motive power into electricity: such is the duality of function of an electric motor. It is apparent that if by means of this dual function, a material percentage of the gravity and momentum force of a road vehicle can be returned to the storage cells, we shall need a much smaller original charge and may correspondingly reduce its weight.

Assuming that this characteristic of the electric motor has been or is capable of being realized in practice, its potentiality as a medium of weight reduction is obviously great.

The following description of the Johnson-Lundell Company's motor methods and apparatus will best disclose the present status of this important branch of the problem of development.

**Description.** Many attempts have been made to return current to the mains or batteries, most of which have proven abortive because effective only within a very limited speed range, and because of excessive sparking at the brushes.

The present invention makes it possible to do away with all external resistance, which will make full of potential at the armature terminals, and to effectively return current to the line at all but the lowest speed by reason of the following novel construction of the motor, arrangement of its electric circuits.

Briefly expressed, the invention consists of an electric motor provided with two armature windings, two commutators and a field magnet, so constructed that it will be possible to run with weak field strength without sparking at the brushes, and with its electric circuits so arranged that before a current change from series to parallel is made the speed of the motor is so increased, by reason of the weakened field, that it will approximate the speed obtained with strong field after the change to parallel is effected. For a clear understanding of the invention reference is made to the accompanying drawings in which Fig. 1 is a diagrammatic view of the circuit connections between the stationary contacts of a controller, a motor having two armature windings and two commutators, with a compound wound field magnet, a storage battery arranged in two distinct groups, and the resistances which are used in connection with the field circuits of the motor. Fig. 2 illustrates the developed contacts upon the controller cylinder, the construction of which is similar to well known form of controller cylinders. Fig. 3 illustrates the developed contacts upon a reversing cylinder of well known form which serves to reverse the current through the field windings of the motor.

Fig. 4 is a diagrammatic view of the various combinations of the motor circuits when the controller cylinder, with its contacts shown in Fig. 2, is rotated over the stationary right hand contacts shown in Fig. 1. The motor in this case is supposed to be used in connection with a divided storage battery as indicated in Fig. 1 for the propulsion of electric vehicles, or for similar uses.

Referring to Figs. 1 and 4, C1 and C2 represent the commutators for the two armature windings of the motor. O represents the shunt field winding, and T the series field windings. R, R1, R2, and R3 are resistances, the first two named being in series with the shunt field windings, or short circuited, as the case may be, and the two latter being connected in series to the terminals of the series field winding and partly short circuited, or disconnected, according to the position of the controller. The shunt field is connected across one group of the batteries only for all positions of the controller, as shown in Fig. 1.

The first position of the controller—or the first speed—causes the shunt field to become extra strong, the resistance in series with same being short circuited. The series field is shunted by a low resistance R3, so that the ampere-turns from same is reduced to

[ENCLOSURE]

a minimum. The storage battery (shown in Fig. 1) is, in this position, grouped in two parallel rows B1, B2, thus giving with two commutators in series only twenty volts per commutator—if, for example, each group of batteries is arranged to yield forty volts.

The second position of the controller leaves the circuit connections practically the same, with the exception of the shunt field, which is so weakened by the field resistance R that the motor has speeded up at least fifty per cent.

The third position of the controller has changed the batteries from parallel to series, giving forty volts per commutator, has caused the shunt field to again reach maximum strength, and has also caused more current to flow through the series coil by reason of an additional resistance R4 being introduced in series with R3. This position gives to the motor a speed about one hundred per cent. greater than obtained at the first position.

Position four leaves the circuits practically the same as in the third position, with exception of the shunt field circuit, which has been weakened by the two resistances R and R1 to such an extent that although more current is now flowing through the series coil, the total field has been so weakened that the motor has speeded up at least fifty per cent. from the last position.

Position five of the controller has changed the armature circuits from series to parallel and is causing a strong current to flow through the series windings by reason of the resistances R4 and R5 being entirely cut out, the shunt field is of the same strength as in position two, and the total magnetization about the same as in position three. Each commutator is practically receiving eighty volts, and the speed is consequently about one hundred per cent. greater than at the third position.

The sixth and last position of the controller opens the shunt field entirely (or practically so) but leaves the other circuits as they were in the fifth position, thus causing the motor to speed up and to become a plain series wound motor.

Assuming now that the motor is used in connection with an electrical vehicle, the following points will be clear from the above description of the circuits: First, as the motor is gradually converted from practically a shunt wound motor at the lowest speed to a series wound motor at the top speed, it follows that the speed of the vehicle will be practically constant at the lower speeds, no matter what the load happens to be, but that the top speeds will greatly depend upon the load; in other words, the motor will at the lower speeds show a disposition to "Fight" or take current through its armature windings in proportion to the required torque.

An excessive current will not cause sparking at the brushes, for the reason that at the first and second position of the controller, the difference of potential between consecutive commutator bars is only one quarter of that at top speed. Second: Should the speed of the vehicle materially exceed the speed corresponding to a certain position of the controller No. 1, No. 2, or No. 3, by reason of running down hill, it follows that the motor will automatically become a dynamo, and will thus restore energy to the battery. Third: Should the vehicle happen to be running at top speed and the controller be quickly returned to positions No. 2 or No. 1, it follows that a rather excessive current will flow through the armature windings, charging the battery, but at the same time will be kept within safe limits, on account of the weakening effect of the series field, which, by reason of weakening of the field strength, will correspondingly reduce the electro motive force of the armature, the charging of the battery is in a measure regulated automatically, viz: a heavy charging current will weaken the field and thus reduce the electro motive force, and a small charging current will strengthen the field, and thus increase the electro motive force.

**Regenerators.** While it has been well known since the origin of the electric motor that it possessed the function of a generator as well, the practical realization of this second function has been so surrounded with difficulties as to render its general application valueless. The reason for this abortive application of the principle is found in the fact that heretofore there has existed, no simple and efficient means of rendering the motor a generator throughout a sufficiently wide range or speed to render its use profitable.

In the Johnson-Lundell Motor and methods of motor control, this limitation of regenerative speed range has been completely removed, and the manifest economy of this factor may now be realized.

**Brakes.** It is of course apparent that in the employment of the motor as a generator, <sup>as</sup> the driving power of the moving vehicle, being limited, is either partially or wholly absorbed, and the vehicle in consequence checked or entirely stopped, as may be desired. The motor is thus given a third function, viz: that of a Brake. Moreover, since the restraining effort of such a brake is always the exact equivalent of the power applied to it, it follows that in it we have an ideal power brake, and that without cost or special mechanical devices. An ordinary hand brake must however still be provided to hold the vehicle at rest on a grade, in consequence of the non-functional

[ENCLOSURE]

character of the motor brake when not in motion. This hand brake may nevertheless be considered rather as an emergency device than otherwise, as the motor brake will be available for all ordinary requirements.

An important incidental advantage attending the use of the motor, both as a motor and as a brake, is, that as the driver is required to manipulate but one lever, less alertness is exacted of him.

Another important item is in the saving of the wear and tear incidental to mechanical brakes.

**Control.** Increase of normal or fixed speeds, that is to say, an increase in the number of speeds at which the motor may be continuously run without injury and without waste of energy.

This is important, as affording the means for obtaining a smooth acceleration and uniform and efficient movement of the vehicle at speeds compelled by impeding traffic.

These compulsory speeds, when not in synchronism with a normal speed of the motor, are usually attained by throwing the motor in and out of service, thereby producing an uneven and jerky movement, alike destructive to the mechanism, wasteful of energy, and uncomfortable to the passenger.

It thus becomes desirable to have the normal motor speeds closely approximate the variable speeds imposed by ordinary street traffic. Naturally, the ideal in this respect would be a motor uniformly efficient at all speeds, but since this is inconsistent with its fundamental principle, it can only be approximated, and that through invention. As will be observed, Mr. Lundell's inventions have carried us several steps nearer the ideal.

### Reduced Depreciation of Storage Cells.

It has been demonstrated that the useful life of electric storage elements is materially increased by frequent alternations of the charging and re-charging process, as compared with that possessed by them when subjected to complete—or nearly complete—discharge before re-charging.

It thus happens that the alternative charging and discharging effected by the regenerative motor, results in a much lower rate of storage cell depreciation than is possible to calls employed in connection with ordinary motors, where no charging can take place until the elements are practically exhausted. This is an important item, when we take into consideration the considerable cost of storage cells.

### Economical in Operation.

An increase of mileage capacity per unit of stored force is not the only important gain resulting from a reduction of weight, as it is apparent that such increased energy efficiency means increased economy in operation, with high efficiencies in the operative mechanism, with a minimized weight, and with a percentage of the propelling force recovered and made to do double duty, we necessarily obtain extraordinary economy of power and consequent lower cost of operation than has hitherto been possible.



[ENCLOSURE]

\_\_\_\_\_  
MARSHON, SON AND HALL, LTD., PRINTERS, BRISTOL AND LONDON.  
\_\_\_\_\_



21 4-23-04  
TELEPHONE, 251 CORTLANDT.

CABLE ADDRESS, "RENNAN NEW YORK"

WILLIAM J. HAMMER,  
CONSULTING ELECTRICAL ENGINEER,  
1406 HAVEMEYER BUILDING,  
26 CORTLANDT STREET,

NEW YORK, February 15, 1904.

Thomas A. Edison, Esq.,  
Elwell Park,  
Orange, N. J.

*Noans*

Dear Mr. Edison:

I enclose you herewith letters which I have just received from Mr. Francis Johl and Mr. Etienne de Fodor of Budapest, both of whom cabled you their congratulations.

Permit me to congratulate you on the magnificent ovation which you received at the Edison Banquet on the occasion of the 25th anniversary of the birth and commercial development of the incandescent lamp.

Were I to make any criticism it would be that seated at the main table in place of quite a number who had these posts of honor, and who were in no wise entitled to them, should have been seated the men whose unswerving loyalty to you and your interests should have placed them very close to you on that occasion. Such men as Batchelor, Upton, Johnston, Mallory and others.

It would not have suited the plans of certain people to have had the real Edison men appear too prominently on this occasion, and the real Edison men desired rather to do everything in their power to see that the whole affair was carried to a successful conclusion, and prove a glorious testimonial to Thomas A. Edison and his genius, rather than introduce a discordant note.

It is too bad that the old Menlo Parkers could not have been recognized and given an opportunity to voice their sentiments and it seems to me it would have been more to the point, instead of "whooping" it up for the Marconi Company and the General Electric Company to have given the Edison Storage Battery and the Edison Cement business the prominence, these other interests received.

I had the honor of being the first one to call attention to the fact that 1904 was the 25th anniversary of the birth and development of the commercial incandescent lamp, having called it to the attention of President Francis of St. Louis, and others, and I had also the honor of first advising that the Institute banquet be held on your birthday, February 11th.

In common with many of the other "old Edison boys" I have been more than glad to do what I could to assist in the success of the Edison Banquet and the Edison Medal Fund.

Ever yours to command.

*Wm J Hammer*

[ENCLOSURE]

*Wm*  
Budapest Jan. 28th./04

I. Meszaros utoza 18

William J. Hammer Esq.

Consulting Electrical Engineer,

Havemeyer Building, N.Y.

My dear Mr. Hammer:-

Will you please convey to  
Thomas Alva Edison, our great Master, the  
great Inventor, and the great American,  
my boundless admiration and esteem, together  
with my hearty congratulations in honor  
of the twentyfifth anniversary of his  
discovery of the incandescent lamp and  
parallel distribution.

Yours very truly

*Francis Jehl*

[ENCLOSURE]

Budapesti Általános Villamossági Részvénytársaság.

SÜRGŐNYEZIM:  
EGYENÁRAM.

== TELEFON 14-54. ==

A TÁRSASÁG  
EGYENÁRAMOT  
SZOLGÁLTAT.

Budapest, *Januar 24-t 1904*  
VII. Kaszincegyetem.

*W. J. Hammer Esq.*

*New-York*

*My dear colleague,*

Being an old Edison boy, I will ask you to kindly express to Thomas Alva Edison the distinguished Electrician and eminent Inventor my profound respect and adoration, while at the same time I congratulate the crowning success that he has achieved, and earnestly wish that he will live to celebrate the semi-centennial birthday of his great and productive inventions

*Yours faithfully*

*Deane de Todor*

*Publication (Reduction phone)*

# THE NORTH AMERICAN

Pennsylvania Packet, 1771: Daily Advertiser, 1784  
United States Gazette, 1789: The oldest Daily  
Newspaper in America Philadelphia

February 25th, 1904.

*c. 60) C. U. T.  
L. F. T. W.  
5917  
71 C. U.  
250*

Thomas Alva Edison, Esq.,

East Orange,

New Jersey.

*Answered  
March 2/04*

Dear Mr. Edison:-

May we impose upon your kindness just once more?

I understand that your new telephone, by means of which a person standing at one end can see to whom he is talking at the other end of the line, is nearly complete.

Will you permit one of our men to photograph this instrument and talk to you a few minutes as to its method of operation?

We shall be pleased to accommodate ourselves to any arrangement that you may be kind enough to make.

Hoping to hear from you soon, I am,

Very truly yours,

*Ernest Foster*

Editor Sunday Edition.

*R*



W. E. GILMORE,  
PRESIDENT & GENERAL MANAGER.

ADDRESS REPLY TO THIS COMMUNICATION TO ORANGE, N. J.

J. F. RANDOLPH,  
SECRETARY & TREASURER.

## NATIONAL PHONOGRAPH CO.

EDISON LABORATORY, ORANGE, N. J.

OFFICE AND SALESROOM.

IN REPLYING TO THIS LETTER

312 FIFTH AVENUE,  
NEW YORK CITY.

734

CHICAGO OFFICE, 224 WABASH AVENUE,  
FOREIGN DEPT., 30 CLEVELAND ST., N. Y.

PLEASE MENTION THESE INITIALS.

*Orange, N. J.*

Feb. 29, 1904.

Thomas A. Edison, Esq.,

Myers, Fla.

Dear Mr. Edison:

Martin A. Rosenoff, the chemist that has been employed by you for a year past on waxes, came in to see me a day or two ago and said that he had been laid off. From what I can learn his services were not satisfactory to you. I also learn from Mr. Miller that a wax he has just completed seems to be very good for master purposes. Of course I do not know whether you have anything personal against the young man, but if not, I would like very much to engage him. I can use him to good advantage in testing up the various ingredients that we purchase and to make certain tests that are required from time to time by Mr. Dodd, who is very much overloaded with work; and furthermore, I think he would be useful to us in making further experiments on waxes. The various people to whom I have talked consider that he is quite bright, and as it is difficult to discover chemists that would be suitable for our line of work, I think that you should reconsider his discharge and allow him to remain with us, provided I can make satisfactory arrangements with him.

He seems to be very much hurt at the peremptory manner in which he has been discharged, as he had no intimation but that his work was satisfactory to you; and he was expecting some further remuneration based upon a semi-promise made by you sometime ago, in which you intimated

SHEET No. 2. DATE, 2/29/04. NATIONAL PHONOGRAPH CO. TO Thomas A. Edison.

that you had paid a certain individual the sum of \$5,000, inclusive of salary, for something that said individual had gotten out for you and which proved of advantage to this company. He assumed, of course, that you intended to do about the same thing with him. If there was any such intention on your part I wish you would let me know about it, or, if you prefer, it can be deferred until you return.

Now that Aylsworth is so closely identified with the storage battery and it is doubtful as to whether we will ever be able to have a portion of his services, I must procure a good man who will work on our line incessantly, and as Mr. Rosenoff has spent a year on this particular line of work, it would seem to me to be a good gamble to take him on for another year to see if he can produce any results.

There is another thing; I think it would be bad policy to let him go now, inasmuch as he has had the run of your Laboratory and our establishment, has a pretty good idea of what we are trying to accomplish, and it would be bad to have him go over to the Graphophone Co. and disclose to them the lines on which we have been working and such other information as he may have gathered during the period that he has been with you. I do not mean that he will go with the Graphophone Co., but there is a possibility that if he is thrown out absolutely he would naturally look for a position in the same line of work.

I wish you would write on the back of this letter what your decision is and mail to me in the enclosed stamped envelope.

Yours very truly,

Enc-

A handwritten signature in dark ink, appearing to read "W. G. Kilbuck", written over a horizontal line.

[ATTACHMENT]

Edison - ~~Notes~~

The reason I let Rosanoff go is that I consider him dangerous & of the same type of R L Dickson only even more impracticable - He has worked over a year & practically got nothing. He cannot give anything away & should he really strike anything valuable we should have trouble at once about the patent. He is all talk & not a practical Chemist - I have made up my mind that he is the last foreigner in the chemical line.

that I shall hire I prefer bright young Americans =

Rosanoff came for \$25 per week & was very glad to get it - when he thought he had found something good he braced me for fifty per week & said he must have it - I compromised on \$35 - when I get back I will get a couple of Muckers on the job, I know all that's been done so far

Edison

daily  
 250 - Cost 30 sell 50 - profit 50 daily  
 500 Cost 24.15 sell 40 profit 77.50  
 750 Cost 21 sell 35 profit 105  
 1000 Cost 18.15 sell 30 profit 113

Mar 10th 1904

T. A. Edison showing W. H. Miller  
 how profits increased as the  
 price was reduced in manufacture  
 of Edison lights



TAF- Friends

GENERAL ELECTRIC COMPANY

Received  
May 3-04

WEST LYNN, MASS. March 14, 1904.

Mr. Thomas A. Edison,  
Orange, New Jersey.

My dear Mr. Edison:-

When you were kindly showing us about your battery show *Write to my*  
you may remember that we were speaking of the properties of *samples of Quartz Road*  
fused quartz, and I said I would send you a sample. I had been *Thanks him for the same, have*  
hoping before this to be able to melt down some larger pieces, *pieces they certainly have*  
but, so as not to delay the matter, I send you a few fragments *properly I never supposed*  
from such melts as we have made. We have only worked on a very *small scale*  
small scale, but the pieces sent you ( though rough and crude) *I will sign*  
will show the nature of the material. They can be as suddenly  
heated as you please, to as high a temperature as will soften  
the material without cracking, and the pieces can also be chilled  
in cold water, when they are taken out of the arc, without  
cracking.

I think you will agree with me that a material having such  
remarkable properties, and having such a low coefficient of  
expansion, is bound to have many future uses.

Very truly yours,

Edwin Thomson -

*Robert Dyer's Salary*

W. E. GILMORE,  
PRESIDENT & GENERAL MANAGER.

ADDRESS REPLY TO THIS COMMUNICATION TO ORANGE, N. J.

J. F. RANDOLPH,  
SECRETARY & TREASURER.

# NATIONAL PHONOGRAPH CO.

EDISON LABORATORY, ORANGE, N. J.

OFFICE AND SALESROOM.

IN REPLYING TO THIS LETTER

135 FIFTH AVENUE,  
85 CHAMBERS STREET, NEW YORK.  
COLLIER BUILDING

PLEASE MENTION THESE INITIALS.

CHICAGO OFFICE, 177 WADSWORTH AVENUE,  
BIRMINGHAM DEPT. 25 CHAMBERS ST., N. Y.

*Orange, N. J.*

Mar. 26, 1904

Thomas A. Edison, Esq.,

Orange, N. J.

Dear Mr. Edison:

Regarding the attached, I took up and discussed this very fully with Mr. Dyer, and he objected strenuously, stating that he considered that what he has to do warranted the payment of \$12,000.00 a year; and knowing what he has been doing for me, to pay nothing of the work he has been doing for you in the Storage Battery Company, Cement Company and others, I concluded that it would be far better to give him the additional \$2,000.00 than to have him feel dissatisfied. As you know, you cannot get good work unless you pay for it, and I am satisfied that we will get the work out of Mr. Dyer by paying the additional amount.

I have therefore put him on our pay roll at \$5,000.00 a year and he is to receive the remaining \$7,000.00 from you, as heretofore arranged, the distribution of which, of course, is something that I am not acquainted with.

I am leaving this with Mr. Randolph, as I shall have left for Europe before you get back. I trust that my decision in this matter will meet with your approval.

Yours very truly,

*W. E. Gilmore*

*Bergmann*  
TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIEBERS CODE  
and ABC, 4th. & 5th. Edition.



Bnn/M

Machine Department.

## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDE STR.  
BERLIN, N. March 31st 1904

*Worm*

My dear Edison:-

### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

### Automobile Motors.

### Alternating Current Machinery

for all Standard Voltages and  
Periodicities.

### Generators, Motors and Transformers

for Single, Two and Three Phase Current.

### Controllers and Resistances

for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

### Electric Ventilators Exhaustors

### High Pressure Blowers Ventilating Fans

for Direct and Alternating Current.

I take the liberty in sending you  
a trial balance of our last year's business which  
shows that we are again paying a dividend of 17 %  
on our capital stock, M 8,500,000 and have also  
written off for depreciation, etc., M 630,000.  
This, no doubt, is a very good showing and I am sure  
it will please you to hear that the output of the  
last three months is already 30 % more than in the  
same three months of last year. This prosperous  
report and trial balance is a conundrum to our  
business friends and competitors.

Please let me hear a few words from you,  
especially how your and your family's state of  
health is. I heard from Gilmore that you went  
down to Florida for a little recreation and I hope  
that you are enjoying your usual good health and  
humor again.

I have at last received the official  
test from the German Empire Technical Institute on  
your battery which report is very good and I will  
have the same translated and sent to you in a  
very short time.

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

---

- 2 -

Thos. A. Edison. Esq.

With kind regards to Mrs. Edison and yourself, I am,

Your

S. Bergmann

Enclosure: Trial balance.

D  
1904  
88.4%



LOUIS A FERGUSON  
HARRY BOTTOMLEY  
ALEX DOW

Received  
May-14-04

Write + send to Edgar  
that ~~9~~ 2-voiced Luke to come  
after but troubles me  
having in the my  
Stomach with  
uncertain

Orange, N. J.,

The next Convention of the National Electric Light Association

Yours very truly,

W. H. Brewer

CLE/H/NELA.

TELEPHONE, 251 CORTLANDT.

P  
1904

X-Ray

CABLE ADDRESS, "RENNAN NEW YORK"

WILLIAM J. HAMMER,

Curie  
Hammer

CONSULTING ELECTRICAL ENGINEER,  
1406 HAVEMEYER BUILDING,  
25 CORTLANDT STREET,

NEW YORK,

May 2<sup>nd</sup>

1904

My dear Mr Edison. Yours

I understand that you have returned from the South and hope to see you at a no distant date.

I have just received a most interesting letter from Prof Curie and among other things he says "I beg you to transmit also my thanks to Mr Edison for the quantity of Calcium which he has been so kind enough to prepare for me, and which fact I appreciate very highly"

Mrs Edison and yourself well I know regret to learn of Mrs Hammer's serious illness with Pneumonia, she has been in bed for about two months, but am pleased to say she is now convalescing slowly & beginning to sit up a little while each day, with sincere regards to Mrs Edison & myself I remain Yours very truly W<sup>m</sup> J. Hammer

[ATTACHMENT]

ANNOUNCEMENT FOR 1904-1905

# WILLIAM J. HAMMER

(Consulting Electrical Engineer, 26 Cortlandt St., New York City.)

POPULAR SCIENTIFIC LECTURE

ON

# RADIUM

AND ITS REMARKABLE PROPERTIES

"The most wonderful substance ever discovered."

"The modern miracle."

URANIUM  
POLONIUM  
ACTINIUM  
THORIUM

AND OTHER RADIO-ACTIVE SUBSTANCES

With a consideration of phosphorescence and phosphorescent and fluorescent substances.

The lecture will be illustrated by many beautiful experiments of fascinating interest and by curious and instructive lantern slides. The lecturer will also exhibit various preparations of Radium, Polonium, Thorium, Uranium and many interesting pieces of apparatus, minerals, radiographs, photographs, the Crookes' Spintharoscope, Helium, X-Ray, Cathode Ray and Ultra-Violet Light Tubes, etc.

This collection has not been duplicated here or abroad.

Management J. B. POND LYCEUM BUREAU,  
Everett House, New York, N. Y.



# [ATTACHMENT]

## WILLIAM J. HAMMER.

(Self Press.)

Mr. Hammer became an assistant in the laboratory of Thos. A. Edison, at Menlo Park, N. J., in January, 1880, remaining about two years, when he was sent to England by Mr. Edison, where as Chief Engineer of the English Edison Company, he established the first central station for incandescent Electric Lighting established in the world. He remained abroad for three years as Chief Engineer of the English and German Edison Companies. He represented Mr. Edison and the various Edison interests at the Crystal Palace Electrical Exhibition of 1883, the Franklin Institute Electrical Exhibition of 1884 and the Paris Exposition of 1889. The Edison exhibit at Paris was the most notable of the exposition as well as the largest, representing an outlay of upwards of \$100,000. During the Exposition Mr. Hammer accompanied Mr. Edison to Germany to attend the German Science Congress at Heidelberg and at the close of the Paris Exposition made a notable balloon trip of over 100 miles from Paris, during which he conducted many interesting scientific experiments.

He was at one time confidential assistant to the President of the Edison Co. and an incorporator and member of the first Board of Trustees of the Edison Electric Light Co. and for two years held the post of Chief Inspector of Central Stations of the Edison Electric Light Co. He subsequently was appointed Manager and Engineer of the Boston Edison Co. He also carried out important expert work for the various Edison interests in connection with the 8,000 light plant at the Ponce de Leon Hotel, St. Augustine, Fla., and in the installing of a \$100,000 system of underground conductors, etc. He also became Consulting Electrical Engineer to the Cincinnati Centennial Exposition of 1888. For the past fifteen years he has had an office in New York City as a consulting electrical engineer and expert.

Mr. Hammer has been elected Vice-President of both the American Institute of Electrical Engineers and the New York Electrical Society, President of the Franklin Experimental Club, the leading engineering societies and commercial interests; which conference prepared and promulgated the National Electrical Code now in use throughout the United States. In addition to the above, he is a member of the American Electrochemical Society, the American Physical Society, the Franklin Institute, the American Association for the Advancement of Science, and various other scientific and engineering bodies.

He was a Delegate from the United States to the International Electrical Congress in Paris, in 1900, and he has recently been appointed by President Francis a member of the Committee to organize the International Electrical Congress at St. Louis in 1904.

Mr. Hammer is the recipient of the John Scott Legacy Medal and Premium, awarded him by the Franklin Institute of Philadelphia for original work in the telephone field, has been a frequent contributor to the technical and scientific press, both here and abroad, and has frequently lectured before various engineering and scientific societies, universities, etc.

DENVER, COLO., March 1, 1904.

Mr. W. J. HAMMER,  
30 Cortland St.,  
New York City, N. Y.

DEAR SIR:

The large audience and later comment upon your lecture on "Radium, etc.," delivered here Friday evening, February 25th, is very flattering to you and pleasing to members of the Colorado Scientific Society and the Chamber of Commerce. Your cooperation with the Society was the result of a committee appointed with instructions to "Find—ascertain who is the leading recognized authority upon Radium and Radio-active Substances in this Country. Second—ascertain if his cooperation can be gained to the end of delivering a lecture upon that subject in Denver some time in the month of February."

Your subsequent engagement and the pleasing results of your lecture attest the wisdom of our Committee. And I trust we may have the pleasure of seeing you with us again in the near future, but may have to defer it until the "great Denver Auditorium" with its seating capacity of 20,000 or more is completed, or else have you with us for a week.

Yours very truly,

(Signed) HARVEY A. LEE,  
President Colo. Scientific Society.

THE FRANKLIN INSTITUTE OF THE  
STATE OF PENNSYLVANIA.

PHILADELPHIA, February 10, 1903.

MY DEAR SIR:

It is not too much to say of this communication that it contained a larger amount of new and interesting material than any communication that I ever remember to have had presented at one of our meetings.

Thinking you greatly for your extremely valuable and novel communications, I beg to remain,

Sincerely yours,

WILLIAM H. WAHL,  
Secretary.

RUTGERS COLLEGE AND RUTGERS  
SCIENTIFIC SCHOOL.

New Brunswick, N. J., May 27, 1903.  
The lecture on "Radium and other Radio-active Substances," etc., given before the New

Jersey State Microscopical Society of the City of New Brunswick on May 25th, 1903, by Mr. William J. Hammer, was one of the happiest events in the history of the Society. The lecture was not only very entertaining, but also highly instructive to the audience, which filled the largest room at Rutgers College.

(Signed) PROF. F. VAN DYCK.

ACADEMY OF SCIENCE AND ART OF  
PITTSBURGH.

October 24, 1903.

MY DEAR SIR:

The large Carnegie Music Hall was packed from the "bold-headed row" to the walls of the second balcony last Thursday night to hear Mr. Wm. J. Hammer, of New York City, lecture on "Radium and Other Radio-Active Substances." The Music Hall was never so crowded and yet there was not the slightest air of confusion. Even after the lecture the audience remained to see the substance and to ask questions. It was nearly midnight before the last left the hall. The following night the lecture hall was filled with people eager to hear more about these substances and the ultra-violet light. It was 11:20 before the audience would let Mr. Hammer go.

Some of the members were present twenty years ago at the Academy's first meeting of twenty-three members. They say that more people attended Mr. Hammer's lecture than any other lecture in the history of the Academy.

(Signed) EDWARD RYERSON,  
Secretary.

THE HILL SCHOOL,

POTTSVILLE, Pa., October 16, 1902.

Mr. William J. Hammer delivered his impressive and fascinating lecture on "Radium and Other Radio-Active Substances," at the Hill School on Saturday evening, October 10th. The interest and enthusiasm of his audience were the highest vindication of his skill in communicating the information that he has accumulated by such specialization as is possible only to an expert, who has, probably, considered and investigated the relations of Radium to the commonly accepted laws of physics and chemistry more exhaustively than any other American scientist.

(Signed) JOHN MASON, Head Master.



# [ATTACHMENT]

## PALMA CLUB.

JERSEY CITY, N. J., November 10, 1903.  
 MY DEAR MR. HAMMER:

Your lecture upon "Radium and Radio-Active Substances" at the Palma Club on Thursday evening, the 10th inst., was a pronounced success. You certainly led a highly cultured audience into the fascinating realm of science, whose boundaries relative to the subject of your lecture seemed limitless.

On their behalf, I thank you for a rare and enjoyable evening.

Very sincerely yours,  
 (Signed) LEONARD J. GORDON, President.

GERMANTOWN, Pa., March 0, 1904.

MY DEAR MR. HAMMER:

I want again to express appreciation of the very interesting talk you gave us last evening. I do not recall my lecture before the Science and Art Club of Germantown, which commanded closer attention or more appreciative interest, and I am much gratified.

Very sincerely yours,  
 (Signed) S. STEVENS SMITH, President.

DULUTH, MINN., March 8, 1904.

DEAR SIR:

We wish to express our appreciation of the extremely interesting lecture on "Radium and Radio-active Substances" which you recently gave at the First Methodist Episcopal Church in this City.

Your talk and illustrations created a great interest in these new and wonderful substances and those who heard your lecture are still radioactive and liable to continue so for some time, judging from their conversation.

The manner in which you held the close attention of your large audience for two hours speaks more for that lecture than anything that could possibly be written about it. We are to be congratulated on our good fortune.

Very sincerely yours,  
 (Signed) JOHN VAN BURENUS,  
 A. A. McCONATIE,  
 DAVID L. FAIRCHILD,  
 H. B. HEVLAND,  
 W. N. MERRIAM.

BRIE HIGHSCHOOL.

BRIDG, Pa., March 23, 1904.

DEAR MR. HAMMER:

Your lecture before the school was thoroughly appreciated by the student body. It was the greatest stimulus to science work that our school has ever received.

Very sincerely,  
 (Signed) E. H. SCHULTZ, Dept. of Science.

(*Electrical World and Engineer*, April 25, 1903.)

On Friday evening Mr. William J. Hammer, delivered at the College of the City of New York, a lecture before the joint meeting of the American Institute of Electrical Engineers and the American Electrochemical Society, the title being "Radium and Other Radio-active Substances, with a Consideration of Phosphorescent and Fluorescent Substances; the Properties and Application of Selenium and the Treatment of Disease by Ultra-Violet Light." The attendance was very large and the greatest of interest was shown in the numerous experiments which Mr. Hammer had devised for the occasion. The scope which Mr. Hammer in his lecture gave of radium and its properties is perhaps the most exhaustive that has yet been printed, and the same is true with respect to selenium. Indeed, the lecture is a mine of information on the several subjects which it considers.

(*New York Evening News*, June 16, 1903.)

New Brunswick, June 10.—The 1,200 persons who filled Rutgers Gymnasium recently as the guests of the New Jersey State Microscopical Society at its annual meeting heard and saw more in ninety minutes than thirty of scientists would be able to explain in ninety years. For

they listened to a lecture by William J. Hammer, of New York, on "Radium and Radio-active Substances," those wonderful agents that seem to have set at naught the commonly accepted laws of chemistry and of physics.

For an hour and a half Mr. Hammer told his audience some of the fairy tales of science. He showed samples of polonium, uranium and radium whose market value makes gold seem cheap as dirt, and diamonds paltry things.

(*New York Herald*, June 14, 1903.)

"Radium, polonium, actinium and thorium—these are the remarkable substances which have been recently discovered which give off light the moment they are created without having to be stimulated by any form of heat, light, electrical or other vibrations, so far as we are at present aware, and these substances are attracting a great deal of attention. They are likely to teach us more about the constitution of matter and the co-relation of the vital and physical forces than any substances which have been created since the world began."

That is one of the many amazing statements made in a recent lecture before the American Institute of Electrical Engineers and the American Electrochemical Society by William J. Hammer, a New York electrical engineer of high standing, whose researches and achievements have won for him the John Scott medal and premium of the Franklin Institute and the friendship of such scientists as Lord Kelvin, Sir William Crookes and Thomas Edison.

(*Editorial from Electrical World and Engineer*, New York, April 25, 1903.)

The lecture by Mr. Hammer was highly interesting from the great amount of new information it conveyed relating to most timely subjects, combined with numerous and brilliant illustrative experiments. In the course of his lecture Mr. Hammer brought out the fact that certain experiments of a German savant which have been widely published and which contradicted the accepted view that radium does not lose appreciable weight while giving forth radiant energy, were based upon experiments involving errors that invalidated the contradictory conclusions set forth. Mr. Hammer also made the important announcement that he had succeeded in reversing the Roentgen ray cycle, producing within a Crookes tube a cathode stream by bombarding the exterior with Roentgen rays, a process which he demonstrated experimentally before the audience.

(*Electrochemical Industry*, May, 1903.)

Then followed a very elaborate experimental lecture by Mr. William J. Hammer, on radium and other radio-active substances, with a consideration of phosphorescent and fluorescent substances, the properties and applications of selenium and the treatment of disease by ultra-violet light. In this paper Mr. Hammer has collected an enormous amount of information, and, in view of this fact, it seems impossible to attempt to give a brief abstract of it. The paper is one of the most complete and comprehensive of both the American Institute of Electrical Engineers and the American Electrochemical Society. The author exemplified certain fundamental principles connected with the phenomena upon which he treated, and in considering these subjects, all of which may be said to be on the border land of science, he brought out, by means of experiments, lantern slides and illustrations, the practical and commercial side.

(*Electrochemical Industry*, September, 1903.)

Mr. William J. Hammer, whose very elaborate lecture on radio-active, phosphorescent and fluorescent substances, on the properties of selenium and on the treatment of disease by ultra-violet light, was received with such profound interest at the joint meeting in April of the American Institute of Electrical Engineers and the American Electrochemical Society, has received a cordial invitation from the Faraday Society to deliver a similar lecture before this society in London, England.



TELEPHONE, 2614 - GRAMMERCY.



D  
1904 Edison,  
T.A.-  
Personal

May 4, 1904.

Mr. J. F. Randolph,

Laboratory of Thomas A. Edison,  
Orange, N. J.

Dear Sir:-

We are very appreciative of Mr. Edison's  
courtesy and will arrange with you, per phone for  
a sitting at a very early day. We will go to Orange  
equipped to do as well as we could here.

With our many thanks, we are,  
Very truly yours,

*John B. ...*

A.L.P./J.G.W.

[FROM PHILIP SEUBEL]

1904 Phon.

POSTAL TELEGRAPH-CABLE COMPANY IN CONNECTION WITH THE COMMERCIAL CABLE COMPANY.

CLARENCE H. HACKAY, President.  
I. O. STEVENS, Sec'y.

CLARENCE H. HACKAY, President.  
ALBERT BECK, Sec'y.

CLARENCE H. HACKAY, President.  
GEO. G. WARD, V. P. & G. M.

**TELEGRAM**

The Postal Telegraph-Cable Company transmits and delivers this message subject to the terms and conditions printed on the back of this blank.

Received at New York

To: Thos A Edison

Editor New York happy remembrance  
Twenty fourth Anniversary Columbia

Seubel Garretts

A. W. HICKMAN, JR. D.  
PRESIDENT

EDITOR'S ROOM

H. P. MORRIS, JR. D.  
EDITOR

*Received May 26/04*

<sup>D</sup>1904 Employment

ELECTROCHEMICAL INDUSTRY

~~GREEN-PAINT-BUILDING-OUTFITTERS-PRINT~~  
114 LIBERTY STREET, NEW YORK

Mr. Thomas A Edison,  
Llewellyn Park,  
Orange, N.J.

Dear Mr. Edison:-

*Write Robert to tell him to  
Have Montgomery come over  
- see him to ask on telephone  
if he will be in laboratory*

Some time ago, Mr. W. Montgomery, a young gentleman from Scotland, called on me with recommendations from a most reliable friend of mine, and of our electrochemical fraternity. Mr. Montgomery is anxious to find in this country a position as electrical engineer in which he may be enabled to acquire a large amount of experience.

When he first came to me, I took the liberty to give him a letter to you, but since you were in the South at that time, he could not see you, but Mr. Mallory was good enough to write me that he had placed his name on file.

Since that time, I have had an opportunity to become impressed with Mr. Montgomery's energy, push, common sense and his intense wish to learn something. He has passed so far through a course in the Pratt Institute in Brooklyn and I understand he was there one of the best in his class. He is now with a small concern building switch boards, and I hear he is making himself useful there and is acquiring mechanical experience.

It occurred to me that on account of his qualities as a man he might be useful to you in some part of your works. From his personal connections, I feel pretty sure that he is as reliable a man as may be wanted. Since he is a beginner, I have no doubt that he will work for you for a small salary, which would enable him to make a fair

Mr. Thomas A. Edison, (2)

living and I have not the slightest doubt that he would try to do his best to promote your interests. I have the impression that he is just that kind of man, and it is for this reason that I take the liberty to write you and recommend him to you.

If you would be good enough to let him or me know when he may come out to see you he will be glad to do so. His address is W. Montgomery, 308 - 74th Street, Bay Ridge, Brooklyn, N.Y.

Yours very respectfully,

May 8, 1904.

*E F Rother*

J. C. REIFF,  
20 BROAD STREET,  
TELEPHONE, 2155 CORTLANDT.

D Edison, T.A.-  
1904 On Patents.

New York, May 13 1904

Dear Edison, ~~My~~ <sup>These</sup> prototype  
letters all right. I know you  
wonder if you agree.

You interested in subject of Patent  
office indicates me very much, & as  
you are actually justified in what  
you said & did, I took it upon  
myself to write the President a  
letter on the subject, of which I  
enclose you a copy.

I hope you will approve it.  
I don't think it can harm  
you anyhow.

Poor Clony! What do you think  
of him & his room?

We also & forward have them by  
the ~~hair~~ hair. -

Of course poor Clony is only foreman  
ing what the President said. He is  
always very correct.

Respectfully,  
J. C. Reiff

[ENCLOSURE]

J. C. REIFF,  
20 BROAD STREET.  
TELEPHONE, 2189 CORTLANDT.

*copy to  
Mr. A. Edison  
mailed him*

New York, May 12<sup>th</sup> 1907

*The President*

I note with very great pleasure the report that you had secured a hearing for Mr. Edison as to the complaint of irregularities in the Patent office referred to in the inclosed slip.

Mr. Edison is neither a loose talker nor a kicker without cause, but on the contrary one of the greatest inventors of the age who has induced the employment of more men & more capital since 1870 in new and original industries than any single man in history.

This entitles him to every possible consideration in the interest of science & industrial development, but he has never asked nor received any favor not granted to the humblest.

He and I have been friends for more than 30 years & have both been victims of incompetency or worse, in the Patent office in past years.

The statute of limitations is a splendid means for covering or <sup>concealing</sup> ~~conducting~~ fraud, and but for lapse of years, things could be stated that should make men yet living hide their heads because they have improperly enjoyed the fruits of



[ENCLOSURE]

J. C. REIFF,  
20 BROAD STREET.

TELEPHONE, 2185 CORTLANDT.

New York, .....190

the labor of others.

The future advance of civilization & industrial development is vitally related to the fields of Chemistry & Electricity, demanding the greatest ability & ripest experience to solve the mysteries connected therewith; & yet when discoveries or inventors wish the protection of the U. S. through the Patent laws they are not only often met with utter incompetency but sometimes with worse.

The U. S. Patent office needs a radical change of administrative methods.

The law is good enough, but in my opinion patents are being granted that relate to Chemistry & Electricity, of no value as legal protection or to produce practical results, because of the lack of historical & scientific knowledge to trace the state of the art or to comprehend the technical description & claims of the applicant.

Patent claims are often a mass of verbiage used to close the doors of possible approach as well as to furnish a profitable field for litigation.

The plea has actually been put forth that inefficiency on the part of examiners is chargeable

[ENCLOSURE]

3 J. C. REIFF,  
20 BROAD STREET.  
TELEPHONE, 2159 CORTLANDT.

New York, \_\_\_\_\_ 190

to insufficient salaries, & this in a Department of the Govt. which I believe is mainly if not actually self supporting from fees contributed by the brain workers of the world.

As it is the Patent office serves as a school for patent solicitors & lawyers who use it for a few years untill their experience can be turned to personal account, & this holds good from the young graduate as an asst. examiner to the office of Commissioner itself

Ten thousand men can be found competent to examine & pass upon merely mechanical inventions, to every one competent to act in cases relating to chemistry or electricity.

Very Respectfully  
(Signed) Josiah C. Reiff



<sup>D</sup> 1904 Telephone  
Individual Partnerships

The Franklin Savings Bank,

Reserves over \$300,000

Franklin, Pa. May 13th, 1904.

Thomas Edison, Esq.,  
Menelopark, N. J.

Dear Sir,-

Our City Council are meeting with the position from our telephone, street-railway and telegraph Companies to a recent ordinance requiring steel poles to be used hereafter instead of wooden poles.

The opposition to use of Steel Poles is based on theory of their being dangerous to life.

Will you kindly inform me if in your opinion, from your experience, a steel pole properly constructed and insulated is more dangerous, and if so why ) than a wooden pole.

Yours truly,

Chairman.  
Ordinance Committee.

*The danger from steel poles arises from cases where high tension wires fall off the insulators and contact with the poles.*

*Steel poles, containing high tension wires, when a person touches the pole, might be killed.*

*Answered May 11/04*

*Wm. A. Mahan*

Wilmington N.C.  
May 20, 1904  
D  
1904 Edison, T.A. -  
Prof Edison, & Alice

Dear Sir I saw  
an advertisement in the  
Chicago Saturday Blade  
stating that you would  
send any one their  
fortune free of charge  
who would send their  
name an age and date  
of birth I was born  
Jan. the 31, 1887 on Friday  
morning I wish you  
~~would~~ would please  
send me mine  
the future and store in  
and all so my 6 prob  
and ~~at~~ I shall field  
every greatful my

address is Miss  
Emma Pruey Fruitland  
Wicomico Co. MD

I will enclosed a  
two cent postage stamp  
to pay postage.  
my address  
is Miss Carrie E. Pruey  
Fruitland  
Wicomico Co MD.

AMERNEY.

*Answered  
May 31/04*



May 26/04

Mr. Thos A. Edison,  
Orange N.J.,

Dear Mr. Edison :-

We take pleasure in sending you today, a large photograph of your self, finished in platinum, and five small ones in carbonette. The last mentioned we merely regard as finished proofs. Such of these as you approve of we will copyright, and will be glad to send you additional copies. Thanking you for your courtesy and with assurances of our great regard, we are,

Yours sincerely,

*Acad Bros*

Photographs by Prepaid Ex. this day.

*approve of no 1- 2- 3-4-*

*1 2 3 4 5 6 7 8 9 10 11 12*

Answered  
May 9-04  
"DEPT. OF LONDON"  
"OCCUPY CARD"

D 1904 Electric  
Pen

7, MANCHESTER SQUARE,  
London. W.  
May. 26. 1904.

Dear Sir I should be very glad  
if you could kindly send me  
word where I should be able to  
purchase one of the "Edison Electric  
Pens"? I want to use it for  
tattooing the opacities resulting  
on eyes from old inflammation.

I have made long search  
for it in London but unsuccessfully,  
the only specimen I know is in the  
South Kensington Museum here.

Apologising for thus troubling you  
and thanking you in anticipation.

Yours faithfully  
Kinneth Scott  
M.D.

Thomas A. Edison Esq.

JOHN P. WALLACE  
SUPERINTENDENT

# Western Union Telegraph Company

(INCORPORATED)  
SUPERINTENDENT'S OFFICE

EXECUTIVE OFFICE  
NEW YORKHUGHES & GILBERT  
PRINTERS & COMPOSERS

1904 Telegraph  
Indianapolis May 27, 1904

Answered  
June 11-04  
Thos. A. Edison, Esq.,

Orange, New Jersey.

My Dear Mr. Edison:-

I have just seen your letter to C. S. Rhoads, Supt. of Telegraph, Cleveland, Cincinnati, Chicago & St. Louis R.R., in reply to his invitation to attend the Annual Convention of the Telegraph Supts. at Indianapolis, June 15th and 16th. I hope you will reconsider your decision in the matter and pay them a visit if only for a day. I think you would enjoy it. You cannot imagine what strides we Hoosiers in the Capitol City of Indiana have made since you were a resident here.

The objection made in regard to the hot season wont hold good particularly this year. We seldom get any unpleasantly hot weather before the first of July and this year we have had no warm weather at all. Fact is, I have worn my overcoat every day so far, with one or two exceptions and there is nothing to indicate much change for three or four weeks at least. So if that is the only objection I dont think you need have any fears.

You will find now a clean city of over 200,000 inhabitants as against 20,000 when you were here. Another thing we can show you is the finest soldiers monument in the world, which alone is worth a trip of a thousand miles; Besides this we have the greatest railroad center including Interurban lines, in the western country.

We are expecting, besides the members of the Association of Telegraph Supts., many of the old time telegraphers of prominence, who I have no doubt you would be glad to meet. I hope therefore you



(2) T.A.E.

will make it convenient to be here and while I am not a member of the Association, I know they will make it agreeable for you. I cannot say that you will see the old office, railroad station and instruments we had forty or more years ago, but in their stead a handsome modern station for steam road as well as the largest Interurban station in the country, all with modern equipment. Will you kindly advise.

Very truly yours,

*Geo. F. Wallace*

Goddard

May 28/04

D  
1904

W.O.-

Lab-

Ken.

I have the condensing  
worm at laboratory that  
will answer for your  
distiller; send over  
& get it

Edison

Yellowstone Park Telephone and Telegraph Company

EXECUTIVE OFFICE

FRANK A. HALL,  
PRESIDENT.

LIVINGSTON, MONTANA.

June 1/04

Thomas A. Edison Esq.  
Orange N.J.  
Dear Sir:-

Enclosed find statement as per  
our agreement.

Tests made last fall & reported  
on Dec. 1/03. were not fully satisfactory  
& I have had a man experimenting  
on some changes which I hope will  
work out so we can go ahead on a  
good scale. The only money in the thing  
is on a large output & it must be  
right for this.

Yours truly

Frank A. Hall  
F.A.H.

[ENCLOSURE]

In accordance with license agreement made and entered into between Frank A. Hall and Thomas A. Edison, under date May 12th, 1903, I hereby certify, that there has been no instruments made under this agreement between December 1st, 1903 and June 1st, 1904.

Frank A. Hall

SUBSCRIBED and sworn to before me this 1st day of June,  
1904.

Robert H. Clinton

Notary Public in and for the County  
of Silver Bow, State of Montana.

Wick Orange R. J. Jones 18/1904  
Randolph

Send R. J. Hammer a  
check for five hundred dollars  
for (Cash Iron Hall) and  
charge same to my account.

Expenses getting Lamp Exhibit  
ready to send to St. Louis.

W. J.

*TAH-Sprints*

TELEPHONE, 251 CORTLANDT.

CABLE ADDRESS, "RENNAN NEW YORK"

WILLIAM J. HAMMER,

CONSULTING ELECTRICAL ENGINEER,  
1406 HAVEMEYER BUILDING,  
26 CORTLANDT STREET.

NEW YORK, June 22<sup>nd</sup>, 1904.

Thomas A. Edison, Esq.,

Orange, N. J.

My Dear Mr. Edison:-

I have just received a letter from my Father-in-Law,  
Mr. Thomas H. White, President of the White Sewing Machine Company,  
regarding the White Steam Car which you asked me to look up for  
you.

He said he can sell you one of their standard types of  
car for Two Thousand Dollars (\$2,000.00), and that in September  
the Company expect to have their new car, which will be a great hill  
climber and embody certain improvements, and that the price for  
this car will probably be Two Thousand Five Hundred Dollars (\$2,500.)

He says he is sending me catalogues and information re-  
garding their machines, immediately upon receipt of which I will  
forward same to you.

If you should decide to order this car and will let me  
know I will communicate directly with Mr. White and see that you  
receive the car at the earliest possible moment.

Yours very truly,

*W. J. Hammer*

Legal  
*Legal Department.*

*Thomas A. Edison  
National Phonograph Co.  
Edison Manufacturing Co.  
Bates Manufacturing Co.  
Edison Storage Battery Co.*

*Telephone 100 Orange  
Cable Address "Legal Orange"*

*Frank L. Dyer, Counsel  
Frank E. Bradley  
Wells Hollens* } *Assistant Counsel*

*Subject:*

Legal Expenses:

W. E. Gilmore, Esq.,  
Orange, N. J.

Dear Sir:-

Your favors of the 20th inst. have been received advising me of the cost of the legal expenses for your Companies for the fiscal year ending February 29, 1904, and I agree with you without any qualification whatever, that the expense is enormously out of proportion to what it should have been. I cannot possibly understand how the legitimate expenses of litigations involving your Companies should be more than a third of the amount actually dispursed. My interests in this matter are the same as your own, and I shall most heartily and cordially cooperate in every possible way to keep these expenses within proper limits.

No work will be undertaken on suits now pending and no new suits will be brought without first obtaining instructions from you. This has been my rule since I have had charge of this Department, but that period includes only a small part of the fiscal year in question.

Yours very truly,

*Frank L. Dyer*

FLD/MM.



October 12/04.

My dear Mr. Edison,

If it is a nice day Sunday I would like to run over to Swallow Park & take you for a trip on my Mercedes 14.5 HP car and also to ask you to criticize my Acousticon in its present state of perfection. I have been waiting until I got it into just class shape before asking this of you, and will appreciate very much your opinion of it.

So if it is agreeable to you I will bring two or three of them over in the car and it will not take ten minutes to go through them. They are giving such great satisfaction for the last 5 months that I am sure



much gratified at the result.

Thanking you for an early  
reply, and with my kindest  
regards, I remain

Yours sincerely,  
~~W. H. Kellogg~~

TAE - Friends

59 Broadway.  
New York.

October 19th, 1904.

My dear Edison:

I am very much obliged to you for the music-box. It arrived yesterday and when I got home last night the whole family were around it sampling the goods. It will serve its purpose abundantly in amusing the family when the Boss is away. He is "an amusin kuss" and a music-box is not necessary when he is home. However, I am obliged to you for this contribution to the happiness of the family.

I expect to see the wagons running in Washington on Thursday.

Yours very truly,

*L. Wein*

Mr. Thomas A. Edison,  
Orange, N. J.

THOMAS A. EDISON  
President

W. S. MALLORY  
Vice-President

J. F. RANDOLPH  
Secretary-Treasurer

## EDISON STORAGE BATTERY CO.

Telephone, 76 Blenheim

GLEN RIDGE, NEW JERSEY Oct. 24, 1904

Mr. J. F. Randolph, Treas.,  
Edison Storage Battery Co.,  
Orange, N.J.

Dear Sir:

I beg herewith enclose B/L for 72 bags of apples which kindly arrange to distribute as heretofore, sending some to Mr. Edison's, some to Mr. Gilmore, the balance divide between you and myself. When the apples are delivered, please arrange to have the teamster bring back all the bags as they are borrowed from the Cement Co. and are to be returned to them.

Very truly yours,

WSM/L  
Enc.

W. S. Mallory V.P.

# 4.23 Freight

[ENCLOSURE]

Form 3. 5 M-1401-1008

THOMAS A. EDISON,  
President.

W. S. MALLERY,  
Vice-President.

J. P. HANDOLPH,  
Secretary-Treasurer.

NEW JERSEY AND PENNSYLVANIA CONCENTRATING WORKS.

GENERAL OFFICES:  
EDISON LABORATORY,  
ORANGE, N. J.

EDISON OFFICE TELEPHONE, 5 B DOVER, N. J.  
ORANGE " " 311 ORANGE.

WORKS:

ON HIGH BRIDGE BRIDGE, C. R. R. OF N. J.

IN MILL FROM JERSEY CITY, P. A. A.

IN MILL BY BRIDGE FROM ORANGE, N. J.

ORVILLE HENSON, MANAGER.

EDISON, SUSSEX COUNTY, N. J.

October 22nd, 1904.

Mr. W. S. Mallery, V. P.

Orange, N. J.

Dear Sir:-

Enclosed please find duplicate B/L for 72 bags apples,  
shipped you by to day's freight.

Yours very truly,

*Orville Henson*  
Orville Henson, Manager.

*Progr. 10/23*

TOC Person  
T. C. MARTIN.  
Ans. Nov. 21, 1904

**ELECTRICAL WORLD**  
**ENGINEER**  
114 LIBERTY ST. NEW YORK.

NYST, NEW YORK.

November 11, 1964.

Walter J. Reardon, Jr.  
not want to write anything  
or have anything written about  
present, my working days are  
that even up to present  
from our mutual friends.  
which I met U. S. G. G.  
diding me of the proposed and proposed  
biographical story of the individual  
u will remember you told me once  
e, like Mr. Parker, a man of 100 years.  
is up.

Tadley

November 11, 1904

Dear Mr. Edison:

I have a letter from our mutual friend

Johnson, of the Century, reminding me of the proposed and unpublished article dealing with the autobiographical story of the inventor of the incandescent lamp. You will remember you told me such after the election you would be, like Mr. Parker, a man of letters, and would have time to take this up.

He is now getting his articles into hand from Graham Bell, Frank Sprague, Brush, and Tesla, and it is obvious that the series will be incomplete without your contribution. The play of Hamlet with Hamlet out. I should like to know when you will be ready to go into this, or whether you would like me to block out something in advance which can be filled in with the vital details.

It is an interesting matter, which I ought to have brought to your attention before, that I have recently had a call from Mr. H. W. Lanier, Secretary of Doubleday, Page & Co., asking me what would be the best way to get you interested in an autobiographical volume giving the story of your beginnings as an inventor and of some of your greatest work. You will notice that this parallels somewhat closely the suggestions of the Century. Possibly the Century article will constitute a chapter of such a book, if you

Edison - 2 -

are at all willing to consider it.

I know your native objection to self discussion, but, after all, there is no story so good as that which the man tells himself of his own work, and I need only point to such a book as Grant's Memoirs to show how valuable and interesting the public considers such records to be. Please let me hear from you on the subject.

You may remember that some time ago you asked me for copies of the photographs taken of yourself by Mr. Lazarnick, for Mrs. Edison's album. I am sending out to-day a batch of these, leaving out only the one which shows you and myself together, and which I feel it would be improper for me to intrude into the collection. I have sent these unmounted because I understand that they are to go into an album, which presumably is made up on unmounted photographs to economize space. If, however, Mrs. Edison prefers them mounted, I can easily accomodate her in that respect.

Believe me,

Yours truly,

*T. Chastin*

*Yellowstone Park Telephone and Telegraph Company*

FRANK A. HALL,  
President

EXECUTIVE OFFICE

LIVINGSTON, MONTANA, Dec. 1, 1904

This is to certify that no apparatus has been put out  
between June 1 and Dec. 1, 1904 under contract by and between  
Thomas A. Edison and Frank A. Hall for the use of composite  
apparatus patents.

Subscribed and sworn to before me, *Frank A. Hall*  
a Notary Public in and  
for the State of Montana, this 1st day of December, 1904.

*Alvin Livingston*

Notary Public in and for Park County, Mont.,  
My Commission expires May 11th, 1906.

*File*

GR- wire coating

GENERAL ELECTRIC COMPANY

WEST LYNN, MASS., Dec. 1st, 1904.

Mr. Thomas A. Edison,

Menlo Park,

Orange, N. J.

*file*

Dear Sir:--

You may remember that the writer had the pleasure of meeting you on the Florida Special last February on the way to Jacksonville. Among several subjects talked of was cellulose acetate and the film coated wire developed by Professor Thomson and myself at Lynn. I remember that you expressed considerable interest in this substance and expressed a desire to see the coating material and the coated wire. I regret that the matter has escaped my attention so long. I am sending you by this mail a small sample of the solution, some acetate films, and two spools of coated wire. The reason that the solution is colorless and the coating on the wire green is the fact that a suitable aniline dye is used to render the coating visible and to show up any faults or imperfections.

The <sup>standard</sup> solution consists of approximately 7 parts by weight of cellulose tetracetate, 90 parts chloroform, and three parts Phenol, Thymol and castor oil, added as softeners. The material can be saponified, though not very readily, by an aqueous solution of potash, and quite readily by alcoholic potash. The degree of inflammability is much less than that of celluloid, as will be seen from the films. Its other properties are for the most part obvious



FILED TAE-2

12/1/04

GENERAL ELECTRIC COMPANY

upon inspection.

If for any reason you should care to have a larger sample I shall be very glad to have it sent you.

Very truly yours,

*J. F. Callan*

JGC/g.

*Schools*

SIBLEY COLLEGE,  
CORNELL UNIVERSITY,  
—  
ALBANY, N. Y.

*Answered*  
*Dec. 9-1904*

Ithaca, N. Y.

Dec.

1904

*No objection*

Mr Thomas A. Edison  
Menlo Park  
Orange N.J.

Dear sir :

In 1888 you were kind enough to present to Dr. Thurston for Sibley College an electric generator, of which the following are specifications :

Amperes 240, volts 125, revolutions per minute 1200.

It was a plain Shunt Edison continuous current generator.

This machine has been in continuous service for lighting the College and for furnishing a general laboratory current ever since its installation. After all these years of good service your gift is appreciated more than when it was first received.

We are, however, installing a new hydro-electric plant which will be the source of power for the entire university and it is to furnish alternating current. This puts the generator that you gave us out of commission, and I am writing now to ask if you would be willing to have us exchange it for alternating current apparatus that would fit our needs.

If at any time you could make it convenient to visit

Thomas A. Edison

2

Ithaca it would give me great pleasure to entertain you and to  
show you what we have in Sibley College.

yours respectfully,

*Albert M. Smith.*

Table

J. C. REIFF,  
20 BROAD STREET,  
TELEPHONE, 2159 CORTLAND.

New York, Dec 7 1897

My dear Edison,  
I am off & recs with  
photos.

I shall prize it more than dollars,  
for it recalls experience, peculiar, & a  
friendship that has stood the test of  
adversity & of good & evil reports.

I am still hopeful that you & I shall  
yet see the shadows flee away & receive  
at least a modicum of justice from  
the robber & 195 Broadway -  
The Enemy has been stirred up & they  
have made a technical man against  
the bill & testimony as well filed, but  
it is only a bluff.

Dillon & Saggart now represent the  
Wm. P. G. & of Saggart is at home  
a motion may be heard Friday of  
this week - I shall keep you advised.  
I hope that now is or can be the  
original case argued in US Court  
on its merits in February next.  
I shall let up & will protect you  
withed as my arm.

I do not say they thought making a man the case! from me seems the thing to do!

111E-6-1000

J. C. REIFF,  
20 BROAD STREET.

TELEPHONE, 2159 CORTLANDT.

Now

New York

Dec 11, 1900

Dear Edison

She's still been housed  
up for most of the time for some work, but  
she's able to read and pretty well  
improve.

I hear you have disposed of your auto  
battery for this country & Europe & that  
you're interested in Morgan in it.

The latter I consider of great importance  
as part of renewing old relations.  
I hope the story of your negotiation for  
the sale of the battery is correct & that  
it is upon terms to suit you again  
in every respect.

I hope you get up from under the heavy  
trussel some day - at least I shall  
die trying.

Like yourself, I don't know how  
to quit up.

Yours truly,  
J. C. Reiff

[ON BACK OF PRECEDING PAGE]

The motion in our  
telegraph cable did  
not come of a Friday  
as expected because of  
absence of both the carriers.  
It was on for one week  
we will know them as  
mine.

TAE - Grants  
KEYSTONE ELECTRICAL INSTRUMENT CO.  
INCORPORATED  
NINTH ST. AND MONTGOMERY AVE.  
PHILADELPHIA, PA.  
BELL AND KEYSONE LONG DISTANCE PHONES.

CABLE ADDRESS, KERELINGO, PHILADELPHIA.  
LESER'S CODE.

*Heim arrived  
as yet. Johnson*  
Philadelphia, December 13th, 1904.

Thos. A. Edison, Esq.,  
Orange, N. J.,

Dear Sir:-

Referring to my very pleasant call upon you last Friday would inquire whether you have, as yet, received from the General Electric Company your old Depres galvanometer which we were discussing.

If you have received it and will be kind enough to advise me, I will greatly appreciate the privilege of coming over again to look at it. If it has not come in, would esteem it a favor if you would keep this before you and advise me when it does.

If you recollect, you were kind enough to suggest a party who might be of use in this connection, located in Anconia. May I inquire if his name is George G. Grower?

I hope you will appreciate how grateful I am for the courtesies you have already extended me and trust I am not imposing too much upon your good nature.

Very sincerely yours,

*J. F. Johnson*

*Say that as soon as I receive  
Back from the instrument  
will let you know - George  
G. Grower is I think the man  
Name — *E**

TAE-Friends  
J. C. REIFF,  
20 BROAD STREET,  
TELEPHONE, 2189 CORTLANDT.

Answered  
Dec 31-1906

Reese does strange things  
but I think I'm tricked

New York, Dec 14, 1906

Composition of sea water is published  
in Watts' Dictionary of  
Chemistry, physics, and  
astronomy, 4th edition, 1900, p. 100.

But Reese? I have heard him say  
that he has seen him do some strange things.  
What do you think of him?  
Has he ever told you anything of  
importance or given you any information  
of value?

Have you ever made or seen a complete  
analysis of sea water from any  
particular part of the world?

Or have you seen any complete analysis  
of sea water the result of natural  
evaporation?

If so will you please give me the  
data or tell me where I can find it.  
I have not found in any Ency, slopedia  
or text book coming under any notice anything  
of detail in the matter.

I simply find a statement that sea water  
contains something less than 3% chlorine  
of sodium rich lime & magnesia & a small  
portion of bromine & iodine with no stating the  
proportion.

It is interesting to you to know that some parties have lately been  
talking in the street and at my new place, New York, of the  
fact that some other party has found out more than 97% of a substance.



J. C. REIFF,  
20 BROAD STREET,  
TELEPHONE, 2189 CANTONMENT.

Answered  
Dec. 31-1904

I have given up doing anything  
in Concentrating line ~~at all~~  
New York, ~~Dec 14~~ 1904  
men have gone so  
cant do anything -

My dear Edison

I am about  
again but feel mine still.  
I have seen a copy of your  
Patent for the air concentrator.  
It is what I need.

How can I have a practical  
test made on my New Jersey ore?  
What will it cost to build a  
Machine with capacity?

Have you a working machine set  
up in Orange?

If so could I make a ton test  
or 1,000 pounds?

How fine should the ore be crushed  
to get the best results?

Is there a queer thing the other day, as  
an electric ore tester -

A piece of rock was placed between two  
poles of a sparking machine - when the rock  
was barren the current made an arc on  
the surface & when the rock was mineralized  
the current went thru the rock & it indicated  
the color of the current was purple, & when it  
was yellow red copper, green & red to me.

Very truly  
yours J. C. Reiff

Day.

Answered  
Dec. 31-1904



NO. 32 TO 60 HAMILTON AVE.  
AND NOS 14 TO 30 CONOVER ST.  
Telephone 201 HAMILTON.

*Brooklyn, N.Y.*

Dec. 21st, 1904.

Mr. Thos. A. Edison,  
Orange, N.J.

Dear Sir:-

*I have one of Mr. Hutchinson's  
devices & use it occasionally  
its all right when it keeps in  
adjustment but it does not*

A friend of mine, who is very hard of hearing, has  
been in consultation with Mr. Miller Reese Hutchinson who  
claims to control a contrivance which will enable him to hear.

Mr. Hutchinson gives you as reference, stating that  
you have secured great benefit from the use of his instrument.

I would deem it a great favor if you would inform me  
whether you have used Mr. Hutchinson's instrument and what  
benefit, if any, it has been to you.

Assuring you of my appreciation of your courtesy in  
giving my enquiry your attention, I am,

Very respectfully,

*Louis B. Johnston*

Dec 22-1904

Randolph

Loan Stewart one hundred  
& twenty five dollars &  
take his note for four  
months

Edson

[ATTACHMENT]



December 22nd, 1904.

Eighteen months after date I promise to pay to  
Thomas A. Edison or order, for value received, the sum  
of One Hundred and Twenty-five (\$125.00) Dollars with  
interest from the date hereof at the rate of six per  
cent. per annum.

*W. N. Stewart.*  
C

KEYSTONE ELECTRICAL INSTRUMENT CO.  
INCORPORATED  
NINTH ST. AND MONTGOMERY AVE.  
PHILADELPHIA, PA.  
BELL AND KEYSER LONG DISTANCE PHONES.

CABLE ADDRESS, KERELUNGO, PHILADELPHIA.  
LIESER'S CODE.

*Answered Jan 3/05*  
Philadelphia, December 27th, 1904.

Thos. A. Edison, Esq.,  
Orange, N. J.,

Dear Sir:-

I do not wish to bother you in the matter of the Depres galvanometer which I discussed with you on the 9th and concerning which I wrote you on the 13th but, as you can probably appreciate, I am very anxious to have the opportunity of seeing this instrument.

I am very sure that the General Electric Company will not willingly return this instrument to you for it was largely on the strength of this instrument that they made settlement out of Court with the Weston Company. I know that they contemplate retaining it if possible so that no one else may have the opportunity of making use of it.

It is probably difficult for you to understand just how much it means to me if this instrument proves to be all I hope for. As matters stand at present, the Weston Company are making a very strong play to completely crush my business so you can appreciate the strong incentive I have to try to block their game by presenting to the Court such evidence as I hope your instrument will show.

It is always hard for a comparatively poor man to fight a \$2,000,000 corporation and becomes still harder when such corporations as the General Electric and Westinghouse can assist them by hiding or tying up valuable evidence.

The fact that my entire business, on which I have spent eleven of the best years of my life, is at stake must plead my excuse in bothering you in this matter.

I will be deeply grateful if you can compel the return of this instrument to you from the General Electric Company and permit me to examine it in the near future.

Yours very truly,  
*J. E. Edison*

**1904. Edison, T.A. - Articles (D-04-07)**

This folder contains correspondence requesting Edison to write articles, correspondence relating to articles about Edison or his inventions, and letters from journalists seeking to interview him. Among the items for 1904 are four letters from biographer Francis Arthur Jones.

Approximately 30 percent of the documents have been selected. The items not selected include requests for interviews and other routine correspondence regarding articles published and interviews granted.

TEL. 5188-3511  
CABLE AND TELEGRAMS: NEWNES, NEW-YORK

D  
1904

W.O.  
Lab -  
Visitors

228 WEST 44TH STREET  
NEW YORK CITY

Answered  
May-3-04

J. P. Randolph Esq.,  
Edison Laboratory,  
Orange, N.J.

Come any time  
ask on telephone  
if here but  
Commy  
[Signature]

May 2nd 1904

Dear Sir,

Referring to your letter of March 10th last you told me that Mr Edison would be returning to Orange in April. If he has come back could you very kindly ask him if he would see me for half an hour any time most convenient to himself. You will remember in a former letter you said he might possibly do this for me and if it could be arranged I should be extremely obliged.

Apologising for troubling you so often and hoping that I may be allowed to come,

Yours v. sincerely,

[Signature]

6187  
TEL. 608-3874  
CABLES AND TELEGRAMS: NEWNES, NEW-YORK

FROM FRANCIS ARTHUR JONES  
AMERICAN CORRESPONDENT  
FOR THE NEWNES PRESS, LONDON

226 WEST 44TH STREET  
NEW YORK CITY

May 8th 1904

*Answered  
May 9/04*

J. F. Randolph Esq.,  
The Edison Laboratory,  
Orange, N.J.

Dear Mr Randolph,

I was very much disappointed not to have the pleasure of seeing you yesterday when I called at the laboratory but I hope for better luck next time. I saw Mr Edison and he has kindly asked me to come down to see the works next Thursday and has given me permission to take any photographs I like. He also told me that you had some photographs which you could let me have. Would you kindly let me know if you have photographs of all the most interesting departments or had I better arrange to take these. If you will kindly advise me I shall be extremely obliged.

Yours v. sincerely,



*I have not kept any  
Photograph of the laboratory  
for quite some time.*



6/14  
TEL. 6426-3514  
CABLES AND TELEGRAMS: NEWNES, NEW-YORK

FROM  
FRANCIS ARTHUR JONES  
AMERICAN CORRESPONDENT  
FOR THE NEWNES PRESS, LONDON

226 WEST 44TH STREET  
NEW YORK CITY

May 15th 1904

Mr Boehme,  
Edison Laboratory,  
Orangetown, N.J.

My dear Mr Boehme,

Would you very kindly send me a <sup>complete</sup> list of the different departments in the Edison Laboratory with the names of each of the gentlemen in charge. If you will do this for me I shall feel greatly obliged.

Let me take this opportunity to thank you once again for all the trouble you took in showing me over the laboratory on Thursday last. I shall hope to acknowledge this in my article.

Hoping to see you up here some evening,

Yours very truly,



TEL. 8122-3211  
CABLES AND TELEGRAMS: NEWNES, NEW-YORK

FROM  
FRANCIS ARTHUR JONES  
AMERICAN CORRESPONDENT  
FOR THE NEWNES PRESS, LONDON

228 WEST 44TH STREET  
NEW YORK CITY

D  
1904

Edison, T. A. May 29th 1904  
- Personal

Mr J. F. Randolph,  
Edison Laboratory,  
Orange, N.J.

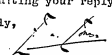
Dear Mr Randolph,

In preparing my article for the English Press on the Edison Laboratory I find that I am without a photograph of yourself. When I was down at the Laboratory I had hoped that you would have allowed me to take your portrait but when I enquired for you I was told that you had left for the day. Could you kindly send me a portrait as I think you ought to appear in the magazine as I wish the article to be the most important in connection with Mr Edison's work that has yet appeared in the English press. All the photographs I took have turned out excellently and I hope to be able to show you these next week.

When sending me your photograph (which I hope you will be able to do) could you at the same time send me some account of your department? I should be greatly obliged if you could.

With kind regards and awaiting your reply,

Yours very truly,



*Publications*

*Answered  
Sept. 27, 04*

EDITORIAL DEPARTMENT  
FOR CENTURY MAGAZINE  
UNION SQUARE, NEW YORK

R. W. GILDER, EDITOR  
A. H. JOHNSON,  
ASSOCIATE EDITOR  
C. C. BELL,  
ASSISTANT EDITOR

*Say that I am too busy  
also that I do not  
want to sign or write  
September 27, 04.*

Thomas A. Edison, Esq.  
Orange, N. J.

Dear Mr. Edison:-

Mr. T. C. Martin has already conveyed to you our earnest desire to have an article from you on the origin and circumstances of the invention of the electric light, and we were relying on him and his knowledge of the subject for assistance in getting up an interview article in your own words and to be signed by you. Mr. Martin informs us that his present engagements, including his relations to the visiting electrical engineers, are such that he must beg off from this interesting enterprise.

We have therefore asked Mr. Theodore Waters, who bears this letter to you, to undertake, with the assistance of a stenographer, to get down the important record of your work with the light. We believe you know Mr. Waters already and we believe him to be thoroughly competent for this work. We sincerely hope it will be convenient for you to give Mr. Waters the opportunity which we desire.

I am indeed, with old time respect and regard,

Very sincerely yours,

*R. W. Johnson*

Associate Editor.

*Published*

*Answered  
Oct 11/04*

R. M. GILDER, EDITOR  
J. M. THOMSON, ASSOCIATE EDITOR  
C. S. FOLEY, ASSISTANT EDITOR

EDITORIAL DEPARTMENT  
THE CENTURY MAGAZINE  
UNION SQUARE, NEW YORK

September 28, 1904.

*I have decided not to write  
anything. There is too much  
talking going on in this  
world anywhere.*  
*Edison*

Thomas A. Edison, Esq.,  
Orange, New Jersey.

Dear Mr Edison:

We thank you very much for the courtesy of your note of the 27th of September, but we see that you have entirely misapprehended our proposition.

We are sincerely glad to have you say that you do not care to sign any articles written by outside parties, for we regard this sort of practice as thoroughly reprehensible and, so far as we know, The Century has never published an article of this kind; and <sup>it</sup> does not want articles of this kind. We appreciate also your statement that you are too busy to do any writing.

Now, you will perhaps be surprised but it is nevertheless true that our project does not involve asking you to do any writing, in the first place, or to sign any article written by an outside party. What we wish is to have a competent man— in this case Mr Theodore Waters, whose work we are sure you know— interview you with the aid of a stenographer, when you

T. A. E. 2.

*Confidential*

are a little less busy, and get down in your own words — not Mr. Waters' — the material for an article on "The Circumstances of the Invention of the Electric Light," and then put this article together in your own words without adding a phrase of his own, so that you may properly put your name to it as yours. In this way you will not have any of the labor of writing the article and yet it will be wholly yours. We wish this article for a series of similar papers, for which we have already arranged four papers — "The Air Brake" by Westinghouse; "The Arc Light" by Brush; "The Transmission of Power" by Tesla; "Electric Traction" by Sprague. We are also to have an authoritative article on the telephone from conversations with Professor Bell. You see that your name added to this list would make a very complete record of the best American inventions, and not to include you would seem to the public a slight.

We sincerely trust that you will fall in without plans and that you will grant Mr. Waters the necessary interview. You may remember that The Century was the first to exploit the electric light and that we have always been standing around to get the crumbs that fall from Mr. Edison's table.

Now that I have explained the situation I

T. A. E. 3.

*agree to*

hope that you will kindly help us to make this series complete. As a whole it will make a showing for Americans to be proud of. This is one of our objects in undertaking it.

Very sincerely yours,

*R. U. Johnson*  
Associate Editor.

P. S. I may say that the method above employed has resulted in admirable articles in the magazine, including Admirable Sampson's valuable paper on the Navy in the Spanish War. He did not write a word of it and yet every word of it is his and it was obtained in just the way in which we wish to obtain yours.

**1904. Edison, T.A. - Clubs and Societies (D-04-08)**

This folder contains correspondence relating to Edison's membership and activities in social clubs and professional societies. Among the items for 1904 are documents pertaining to the Citizens' League of West Orange, the American Institute of Electrical Engineers, the Association of Railway Telegraph Superintendents, and the Old Time Telegraphers' and Historical Association.

Approximately 10 percent of the documents have been selected. The items not selected consist primarily of announcements and invitations declined by Edison.

Citizens' League of West Orange.

HEADQUARTERS:  
HEDGES HALL

**OFFICERS:**  
**THOS. A. GILLESPIE, PRES.**  
**CHAS. F. RAND**  
**J. THOMAS HAYG** } **VICE PRES.**  
**GEO. SURGES**  
**JOSEPH CAMPBELL, SECRETARY**  
**D. P. LAIDLAW, TREASURER**  
**WALTER W. ROSS, COUNSEL**  
**THOMAS A. EIDSON, CHAIRMAN OF COM. OF FIFTY**  
**CHARLES M. KOZLAY, VICE-CHAIRMAN.**

Thomas A. Edison, Esq.,

Dear Sir:-

West Orange, N. J.

Referring to the proposition which was some time ago laid before you, in regard to certain public improvements in the Village of West Orange, and your expressed willingness to participate therein, we desire to state that the project as outlined below has been tentatively adopted.

It is proposed to purchase the Hardenburg tract of land located on Valley Road, Fairmont Ave. and Mt. Pleasant Ave.. for the sum of \$20,000.00.

It is proposed to locate on this property, the Town Hall and Police Station for the Town of West Orange.

The Town Council of West Orange is ready to contribute the sum of \$15,000., towards the purchase of this tract and to erect on a part of it. the Town building.

From Mr. Andrew Carnegie we have an offer of the construction of a Public Library costing \$15,000., upon the understanding that the Town of West Orange will, in addition to furnishing the site for the Library, contribute annually, the sum of \$1,500. for the maintenance of the same.

The Town Council of West Orange is ready to accept the gift and meet the requirement. The Library will be located on the Hardenburg tract near the new Town Hall.

It is proposed to purchase from Simeon H. Rollinson, the land owned by him on Valley Road adjoining the present Fire Engine House, for the sum of \$12,000, and to convert the same into a Park. We have handed you a sketch showing this property, - as well as a sketch of the Town Hall



Feb. 27/04. #2.

and Public Library, and suggestion as to the treatment of this Hardenburg tract.

There has been, necessarily, a variation from the original park project, as the Essex County Park Commission has found itself unable to accept the land tendered by the Citizens' League, or to assist the League in any way at the present time. We therefore feel it our duty to inform you of this fact, and ask your co-operation in carrying through the modified project as now outlined.

The cost of this plan to the Citizens' League will be, as follows:-

Contribution towards the purchase of the Hardenburg tract,	\$ 5,000.00
For the purchase of the Rollinson tract, (about 7 acres,)	12,000.00
Improving and treating of the Rollinson land into a playground and park,	<u>3,000.00</u>
	\$20,000.00

We herewith enclose a partial list of the subscribers to the fund raised by subscription to carry through the original enterprise and who are now invited to participate in the present project. One-half of original subscribers have been seen personally and have cordially consented.

All others are now being communicated with in this manner by letter.

Payment of subscriptions to the Fund may be made to:-

Robert Dun Douglas,  
Thomas A. Gillespie, and  
Charles F. Rand,

who are willing to act as a Committee to complete the enterprise, and checks if mailed to "T.A. Gillespie, Room 1202, 71 Broadway, New York City," will be properly receipted for.

We feel sure of your continued interest in the project which promises so much for the benefit of West Orange, and will appreciate your response.

Very truly yours,

*Chas. F. Rand*  
Chas. F. Rand, Sec. V. Pres.

[ENCLOSURE]

February, 1904.

WEST ORANGE PARK SYSTEM.

MEMORANDUM OF SUBSCRIPTIONS.

-----o o o o o o o o-----

Names.	Subscribed.	May Subscribe in Addition.
Thomas A. Edison,	\$ 2,000.00	\$
T. A. Gillespie,	2,000.00	
Charles F. Rand,	1,000.00	
Robert Dun Douglas,	1,000.00	
Benjamin Douglas, Jr.,	1,000.00	
Everett Colby,	1,000.00	
John Crosby Brown,	1,000.00	
Mrs. John Burke,	1,000.00	
E. R. Nichols,	1,000.00	
C. F. Watson,	1,000.00	
Eugene Delano,	1,000.00	
A. B. Jenkins,	1,000.00	
Gottfried Kruger,	1,000.00	
O. D. Munn,	1,000.00	
George Merok,	1,000.00	
Charles R. Browning,	500.00	
James Girwood,	500.00	
Marcellus H. Dodge,	500.00	
Richard M. Colgate,	500.00	500.00
R. A. Franks,	500.00	500.00
John O'Rourke,	500.00	
J. O. Heald,	500.00	500.00
J. W. Gladstone,	500.00	
George Spottiswoods,	250.00	
Douglas Robinson,		
David E. Green,		
Mrs. H. A. Mandeville,		

### "BIG FOUR ROUTE."

The Cleveland, Cincinnati, Chicago & St. Louis R'y Co.  
TRANSPORTATION DEPARTMENT.

TRANSPORTATION DEPARTMENT

C. S. RHOADS,  
SUPT. TELEGRAPH

**INDIANAPOLIS, IND.**

May 5th. 1904.

Mr. Thomas Edison.

East Orange, N.J.

Dear Sir:-

As President of the Association of Railway Telegraph Superintendents I take the liberty of calling your attention to our annual meeting, to be held at Indianapolis June 15th, 16th and 17th proximo, and in behalf of the Association ask if you can make it convenient to be with us during all or a portion of our sessions.

After adjournment we purpose going to the St. Louis Exposition in a body, possibly the morning of the 17th. The prospects are fair for a good attendance with an interesting and instructive program and your presence would be highly appreciated. Will take pleasure in arranging transportation for yourself and members of your family over the Big Four road.

Trusting that we may have a favorable reply, I am,

Yours sincerely,

Two designs: Chris S. Rhoads

My Dear Mr. Rhoads -

The last time I attended was at Wilmyr NC 98 degrees in the shade ~~at~~ city hall Convention ~~the~~ meet in hand the largest north & chas. No least City in blue. It's to get immune to some future poss. I don't think I shall go. I will already immune.

THE ELECTRICAL AGE  
8-5-7 WEST 20TH STREET  
NEW YORK

*Received  
May 17/04*

Mr. Thomas A. Edison,  
Orange, N. J.  
Dear Sir:-

*D. El. Lt.  
1904*

*Station Card  
will not be  
able to be  
present*

BUSINESS DEPARTMENT

May 14th, 1904.

By arrangement with the National Electric Light Association, we are to publish each day a small booklet which will contain the official list of members and guests in attendance at the forthcoming Convention in Boston. In order to facilitate this work, and to insure its accuracy, will you kindly fill out the enclosed card and return this in the stamped envelope sent herewith?

If it is not your intention to be represented, we would be greatly obliged if you will so state on the card.

Yours very truly,

THE CASSIER MAGAZINE CO.

*C. L. Conrad.*  
Secretary.

Enclosures.

*Societies*

T. C. MARTIN,

Editorial Rooms

**ELECTRICAL WORLD**  
**ENGINEER**  
114 LIBERTY ST. NEW YORK.

W. D. WEAVER.

*Notes*

T. A. Edison, Esq.,  
Edison Laboratory,  
Orange, N. J.

Dear Mr. Edison:-

I am in receipt of your esteemed favor this morning with subscription of \$5000 to the Institute Building Fund, and beg to thank you for same. The announcement of this generous gift was made at the annual meeting this morning by President Arnold and was received with great applause. Not only is it a handsome contribution to our funds, but will have its effect on other subscribers, a proof of which fact was given by the action of Dr. Pupin ~~in giving us his name also for \$5000.~~ *when he heard of it* With the contributions received this week the fund is already over \$60,000 and we still have contributions to receive from 75 % of the membership. In other words, some 600 members have given us an average of \$100 apiece. We hardly expect to maintain an average better than \$50 per member. Even that would give us \$150,000 without counting anything from the big companies.

I sent recently to England four or five copies of the photograph in which you did me the honor of being taken with me outside the library. My people in England are very much delighted with these photographs, especially as it is such a good picture of you. They are framing them up and I have been asked to get

T. A. Edison - 2.

from you if you will be good enough two nice autographs to be  
framed up with two of the pictures. I don't want to take much  
of your time, but if you would favor me with these to go to Eng-  
land I should be very much obliged.

Believe me with regards

Yours truly,

*T. Martin*

May 18th, 1904.



<sup>D</sup>  
1904  
*Edison, T.A. - Chf*  
American Institute of Electrical Engineers

BUILDING FUND COMMITTEE

OFFICE OF THE COMMITTEE  
43 EXCHANGE PLACE  
NEW YORK CITY

May 19, 1904.

Thos. A. Edison Esq.,  
Orange, N .J.

Dear Sir:

*On behalf of the Building Fund Committee  
I have great pleasure in acknowledging receipt  
of your generous pledge to contribute the sum of  
\$5,000.00 to the Fund.*

Yours truly,

*George H. May*

Sec. to Com.

"BIG FOUR ROUTE."

The Cleveland, Cincinnati, Chicago & St. Louis Ry Co.

TRANSPORTATION DEPARTMENT.

1904 FORM 1  
Telegraph

C. S. RHODES,  
SUPT. TELEGRAPH.

INDIANAPOLIS, IND.

5-28-1904

Mr. Thos. A. Edison,

Orange N.J.

Dear Mr. Edison:-

*Noan*

With reference to your favor of the 14th inst. giving reasons for not attending our coming Annual Meeting.

Answering the question you propound therein, we notice there is one good indication that you are not immune so far as heat is concerned, or you would know how to spell the word which expresses the greatest degree of heat, however our mutual friend James Whitcomb Riley says he will refuse to appear before the Meeting and recite "When the frost is on the Pumpkin and the fodder's in the shock" unless you are present, Since you were here the old town has added several hundred acres in the way of Parks and with the broad waters of White River and Pogue's Run we will guarantee you a cool atmosphere and trust you will reconsider and conclude to attend.

Our Local Committee on Entertainment will have a program which I feel sure you would enjoy and June is the ideal month to take in the St. Louis side show. Please come!

Yours sincerely,

*C. S. Rhodes*



clw>

T. C. MARTIN.

Editorial Rooms

**ELECTRICAL WORLD**  
**THE ENGINEER**  
114 LIBERTY ST. NEW YORK.

W. D. WEAVER.

Mr. Thomas A. Edison,  
Orange, N. J.

*None*

Dear Sir:-

I take pleasure in enclosing herewith a few prints from the bookplate which Mr. Edward D. Adams so very kindly had engraved for the Library of the American Institute of Electrical Engineers. In addition to the regular bookplate Mr. Adams had a special name plate engraved for the more generous donors to the Library, among whom you are numbered.

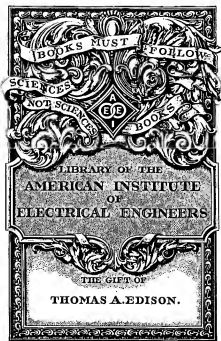
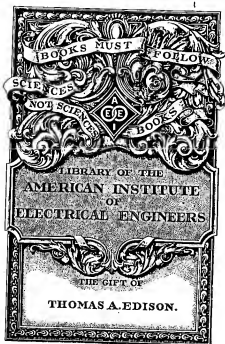
Should you desire more copies I shall be very glad to forward them, as Mr. Adams had French print considerably more than corresponds to the number of your volumes now on the Library shelves.

Very truly yours,

Oct. 6, 1904.

*W. D. Weaver*  
*Chambers Lib. Com., N. Y. & E.*

[ENCLOSURE]



*Edison*  
J. C. BARCLAY, PRES.  
NEW YORK.

F. W. JONES, VICE-PRES.  
NEW YORK.

FREDK. PEARCE, VICE-PRES.  
NEW YORK.

JOHN BRANT, SEC. AND TREAS.  
NEW YORK.

Executive Committee	
1904	
G. D. ADAMS,	NEW YORK.
WM. H. BAKER,	NEW YORK.
E. BRIDGES,	NEW YORK.
GEORGE H. CORSE,	CHICAGO, ILL.
THOMAS A. EDISON,	CHICAGO, N. J.
W. J. FRY,	CHICAGO, ILL.
L. E. HUPPILLANE,	MONTREAL, CAN.
HELVILLE S. STONE,	NEW YORK.
J. G. VAN EVERY,	NEW YORK.

## Old Time Telegraphers' and Historical Association,

SECRETARY AND TREASURER,

New York, Nov 29, 1904.

Mr. Thomas A. Edison,  
Orange, N. J.

Dear Sir:-

In making an inspection of the papers filed with the Secretary of the Old Time Telegraphers' and Historical Association recently it was found that your application for membership was missing, and as it is desired to have a complete record, will you kindly fill out the accompanying blank, and forward to me at your earliest convenience, and greatly oblige.

Fraternally yours,

John Brant,

Secretary.

*Membership 195 Broadway,  
Application returned  
& signed by Edison  
See file*

[PHOTOCOPY]

I hereby make Application for Membership in the above named Association.

1. Full name Thomas A Edison
2. Place of birth Milan Erie Co. Ohio
3. Date of birth February 11 1847
4. When commenced telegraphing 1863
5. On what line Grand Trunk RR
6. At what place Stratford Ontario
7. In what capacity Night Opr
8. How long in service Wandered over the map of the US
9. Has service been continuous for 5 years, working for the W.U.

Present residence Orange N.Y.

Occupation Inventor

Notes

*(This was Mr Edison's  
Application to join the  
Telegraph Historical Society)*

Preserved by Donald McNeill

Signature Thomas A Edison

Post office address Orange

Date Dec 5 1904

C N.Y.

**1904. Edison, T.A. - Family (D-04-10)**

This folder contains correspondence and other documents by and about Edison's family. Included are letters pertaining to the financial difficulties of Thomas A. Edison, Jr., and William Leslie Edison, and the financial interests of the Miller family. Also included are several items relating to family property in Port Huron, Michigan.

All of the documents have been selected except for duplicates.

William Edison  
W. L. EDISON, PHOENIX

CABLE ADDRESS "AUFOLAR" WASH.

E. GRUENPELLE, CONSTRUCTION

"THIS PLACE WITH A REPUTATION"

## The W. L. Edison Automobile Station and Laboratory

715 THIRTEENTH STREET  
WASHINGTON, D. C.

Manufacturers and Patenteers  
of the

W. L. Edison Spark Plugs  
W. L. Edison Plug Protectors  
W. L. Edison Plug Testers  
W. L. Edison Inner Tube Testers  
W. L. Edison Spark Coils  
Etc., Etc., Etc.

Mechanical Engineers  
Electrical Engineers

Model Makers  
Drawings Made

Foreign Correspondents

New and Second Hand Cars  
Bought on Order

We Inspect Cars for  
Intending Purchasers

Cars Built to Order

Cars Re-Constructed

Auto Patents Procured  
and Investigated

Auto-Roads Built  
to Order  
Speed 15 to 30 Miles  
per Hour  
Foreign and American  
Makes

Correspondence Invited.

My dear Johnny:-

Replying to your favor of the 10th inst would say that I have not lost the money but on the contrary took stringent measures to save my place and succeeded beyond my expectations.

I begged of father to procure me an agency for a machine but as he paid no attention to my request, I procured aid from two business men of the town.

Now I have the agency for the FORD, the St Louis and the Royal Tourist.

I would also call your attention to the fact that I have paid all my obligations and my place is free from debt and I have plenty of capital to go ahead with.

In regards to the money loaned me by my father would say that I will begin to pay back in a short time. Now in regards to the Hapgoods letter-About three weeks ago when I thought the place would not be able to continue as the debts were 50% greater than the receipts I went to Hapgoods and had my name placed on the list of applicants for positions giving \$3000.00 or more a year. I did this for the reason that should I fail I would have something to step into.

In stead of going down the ladder I intend to keep on going up and I give my father fair warning that if I can get the \$5000.00 job that I am after I would sell my place and pay back all money and except the job in a minute. Nobody but a damn fool would do otherwise as you would have to have a Smith & Mabley place to make anywhere near that amount.

If my father is afraid that I wont be able to meet his notes then I have a man who has confidence in me enough to pay them himself at any bank in the country.

I may be a fool some of the time but not a fool all of the time. Referring back to the Hapgood matter would say that stepping from a garage that has never made me a cent to date to a \$5000. position is by no means stepping down the ladder but on the contrary is skipping several rounds on the upward jump.

Kindly convey my congratulations to my father and say that I wish him many happy returns of the day and that in case any disaster comes over me I am not afraid to tell you damn quick.

Ever your friend,

Will Edison

Feb. 12<sup>th</sup> 07

[PHOTOCOPY]

WARRANTY DEED—Short Form—6-10-51

(4)

B

The Honorable & Justices Of, State of Michigan, Detroit.

**This Indenture**, Made this 1st day of February in the year of our Lord one thousand eight hundred and four  
 BETWEEN Mary Edson of Port Huron Michigan  
 of the first part, and Mabel Clara Edson of the same place

Witnesseth, That the said Mary Edson of the second part, for and in consideration of the sum of One Dollar and no more in affection for her own daughter to her in hand paid by the said part of the second part, the receipt whereof is hereby confessed and acknowledged, do hereby these presents grant, bargain, sell, remise, release, alien and confirm unto the said party of the second part, and her heirs and assigns, Forever, all that certain piece or parcel of land situate and being in the City of Port Huron County of St. Clair and State of Michigan, and described as follows, to wit: Commencing at the intersection of the North line of Lot Eighteen (18) of the M. & N. Tract; with the East line of Huron Avenue or Street thence East on the North line of said Lot 18 four hundred and sixty six (466) feet more or less to the West line of Military Street continued or extended north thence South of said West line one hundred and seventy six one hundredths (100<sup>76</sup>/<sub>100</sub>) feet thence West parallel with the North line of said Lot 18 7 66 feet more or less to the East line of Huron Avenue or Street 120<sup>76</sup>/<sub>100</sub> feet to the point begun at and being a part of Lot 18 of the M. & N. Tract

Together with all and singular the hereditaments and appurtenances thereto belonging or in anywise appertaining: To Have and To Hold the said premises above described, with the covenants, unto the said party of the second part, and to her heirs and assigns Forever. And the said Mary Edson

party of the first part, her heirs, executors and her administrators, do hereby covenant, grant, bargain and agree to and with the said party of the second part her heirs and assigns, that at the time of the enrolling and delivery of these presents she do well seized of the above granted premises in Fee Simple; that they are free from all incumbrances whatever.

[PHOTOCOPY]

and that she will, and her heirs, executors, — administrators —  
shall Warrant and Defend the same against all lawful claims whatsoever,

In Witness Whereof, the said part 4 of the — first part, ha. S. heronto set her  
hand, and seal, the day and year first above written.

Sented and Delivered in Presence of

Melrose & Roberts  
James J. Mason  
John Smith

Mary Edison  
L.S.  
L.S.  
L.S.

State of Michigan, } ss.  
COUNTY OF the Clerk

On this 16<sup>th</sup> day of February  
in the year one thousand eight hundred and four before me the Subscribers  
a notary public in and for said County, personally appeared

Mary Edison

to me known to be the same person — described in and who executed the within instrument, who  
has acknowledged the same to be her free act and deed

Melrose & Roberts  
Notary Public  
My Comm. Expires June 26, 1907

J. N. Moore  
1907

WARRANTY DEED.

SHORT FORM.

Mary Edison  
2012  
Mabel Ware Edison

REGISTERS OFFICE.

Dolan County.

Received for Record, the 21<sup>st</sup>

day of March A. D. 1904

at 5-00 o'clock, 0 M., and Recorded

in Liber 162 of Deeds, on Page 24

St. Charles Register.

St. Charles

St. Charles

St. Charles

St. Charles

St. Charles

St. Charles

St. Charles

St. Charles

St. Charles

St. Charles

St. Charles

St. Charles

St. Charles

St. Charles



TAE-Somby

Fort Muncie  
March 15, 1900

My dear Uncle George:

I am sorry to hear of the  
loss of your dear wife. I have been  
troubled as regarding her late  
and feel that they have been sold  
for her. I hope to hear from  
you soon. - 1900 -

I would be willing  
for you to pay bills for  
the year 1903 to the amount  
of \$10.00 to help her out.

Should he sell them. the  
purchase will have to come  
to you for a short while - and  
then you can get something out  
of them - and make more.

I am about two years ago  
about this same matter, and you  
write me and send me the check  
he had filled out for you & sign  
he wants to clear up. I guess, if he  
should write you, if you care to, you could  
help him to me. Your loving friend  
Willie Gibson (son)

Parent. Sister -



W. H. L. May 4th 1904

My dear Alva

Enclosed please find  
\$4 dollars for interest on the  
one hundred I owe you. I hear you  
are having trouble with your stomach.  
I am going to make you some  
medicine & send you & if you follow  
my directions I know I will help you.  
I wish you would come to Cleveland  
this summer I should be so glad to  
see you & your wife also. With much  
love from - Mamma & Lizzie.

I have the money  
for Land & 42 Euclid ave.

WILLIAM A. STEWART, PRESIDENT  
GORDON W. ALLEN, TREASURER & SECRETARY - (JES. W. MILLER, CHIEF & TRUST)



GENERAL OFFICE AND WORKS AT  
AKRON, OHIO, U.S.A.

1904 Battery, Storage  
**Autumn & Miller Buggy Co.**  
INCORPORATED.

Buckeye Harvesting Machines  
Binder-Turners

Akron, Ohio May 23 1904

Answered  
May 24/04

My Dear Mr. Elsom -

Have you not reached  
that point in the manufacture of  
the Storage Battery that you feel it  
safe to say it is a commercial  
success and so much so that you wish  
to branch out again in its success  
and manufacture. The Battery having  
many uses and especially along  
with the Auto-mobile I have thought  
much about it and I am not sure  
but what as a business proposition  
it would be more satisfactory to me  
financially and otherwise than the  
business I am now following. I am  
over with some of my friends I  
can get some capital together &  
I should like to talk with you  
about it. Can you give me any  
encouragement? Well well and  
hope you the same.

Yours truly  
Wm. W. Miller

TAE - Emily

WILLIAM A. VINCENT, PRESIDENT.  
CORTIS W. ALLEN, TREASURER & SECRETARY. THE MCWILLER, BOND & TRUST CO.



*The standard in all Business Letter to the Company*

GENERAL OFFICE AND WORKS AT  
AKRON, OHIO, U.S.A.

**McWILLER BUCKEYE CO.**  
INCORPORATED.

*Buckeye Harvesting Machines  
Binder Twines  
Akron, Ohio*

6/2/04

Thomas A. Edison, Esq.,

Orange, N.J.

Dear Sir:-

The enclosed letter explains itself, and I take it that it covers some of the leases which you put in my name while you were prospecting in that section, all of which you will remember and know what to do with this particular case.

I am in receipt of yours of the 26th, ult. and hope now to be kept fully in mind when the time comes for you to take up the battery matter with me.

Thanking you for your reply, I am,

Very truly yours,

*Wm. A. Vincent*

*Edison*

Tom Jr.

July 6, 1904.

Mr. Randolph:-

Referring to the attached letter from Albert E. Robinson, I suggest that you have him render a regular bill for the costs amounting to \$4.40 which you can then pay, deducting the amount from the account of T.A.E. Jr.

MM.

T. A. E.

Check sent him  
July 20-1904 and asked  
him to send receipted bill

[ENCLOSURE]

Commission of Deeds.

Salary Public.

Albert C. Robinson,  
July 6, 1904  
General Agent.

Mr. Randolph:—Collections made in all parts of the State.

56 Mt. Vernon Ave., Hartford, Conn. Referring to the enclosed letter from Albert  
C. Robinson, I suggest that you have him make a regular bill.

For the amount amounting to \$4.40 which you can then pay, deducted  
from the amount from the account of T. A. B. B.

my dear Sir

In the care of  
Vernon ~ Edison, in settlement of the  
matter, hold or send to me the cash  
amount to \$4.40 your Receipt

Albert C. Robinson

Referred to Mr. Dyer.  
J. Randolph

*William 3-11*  
**POSTAL TELEGRAPH-CABLE COMPANY** IN CONNECTION WITH **THE COMMERCIAL CABLE COMPANY.**



CLARENCE H. HACKAY, President.  
 A. G. STEVENS, Secy.

CLARENCE H. HACKAY, President.  
 ALBERT BECK, Secy.



# TELEGRAM

1122

The Postal Telegraph-Cable Company transmits and delivers this message subject to the terms and conditions printed on the back of this blank.

No. *87*      Date *Oct 13*      Class *13*

Dated *Washington D.C. 7*      Received at *Orange, N.J.*

To *J. H. Randolphe*      (WHERE ANY REPLY SHOULD BE SENT, BY *13*)

*Enoch Liberator*      MAIN ST., ORANGE, N. J.  
*Orange*      PHONE, 200.

*William quite ill send double*

*Check Care William Curtis Niel*  
*and Co Washington*

Please reply by **THIS** line. *Blanche*



*William Edison*

THE MITCHELL MOTOR CAR,  
W. L. EDISON & CO.,  
AGENTS.

*Sept 17-04*

717 14th STREET, N. W.

WASHINGTON, D. C.,

My dear Johnny-;

Mrs Edison desires me to say that in the future you can send all mail to the above address.

As you are not probably aware that I have severed connection with Mr Rice and have become associated with Mr W.Curtiss Hill and Mr Marshall Hill who form the corporation of W.C.Hill & Co.

We have ordered several cars as a starter and have very fine offices at the above address.

Mr Rice did some underhand work with the finances of the concern and I have compelled him to quit.

Trusting that all is well at the laboratory and that you are enjoying the best of health, I remain,

Very truly yours,

*Will Edison*

Saturday.

Tom J. Dyer, 1111 10th Ave.

*Answered*  
*Oct. 17*

APPEARING IN  
NEWSPAPERS AND MAGAZINES

WM. A. MOLL,  
215 WOODBRIDGE BUILDING,  
100 WILLIAM STREET,

NEW YORK, Oct. 7, 1904.

Mr. Thomas A. Edison,  
Stewartsville, N. J.

Dear Sir:-

I have submitted a plan to your attorney, Mr. Frank L. Dyer, whereby you can make known to the victims of the Thomas A. Edison, Jr. Chemical Company, and the public at large throughout the United States, the fact that they have been duped by the fraudulent use of the name "Edison" by the above concern.

As from 75,000 to 100,000 people have purchased this vitalizer on account of your personal international reputation, and as no doubt each and every one of them believed it to be your invention, the plan I have in mind should interest you, as it would make known to the thousands of victims the exact status of affairs and re-establish the fame of the name "Edison" in the minds of these unfortunates.

On a strictly business basis I caused to be placed the reading articles that appeared in the various newspapers throughout the United States and which brought the business to the Edison Jr. Chemical Co. at the same time not knowing the merits or demerits of the article, which, of course, was none of my business from a newspaper agent's standpoint.

My proposition to Mr. Dyer was to furnish him with a list of the identical papers in which these various reading notices appeared from which the Edison Jr. Chemical Co. obtained their customers, and write up a story from extracts taken from the various newspapers of New York City that have published accounts of this fraudulent concern, so as to acquaint the readers of these various out of town papers who have been duped, with the exact situation, because the business of the Edison, Jr. Chemical Co. was not obtained from advertising in and around New York City, but throughout the various cities of the United States from Maine to California.

TELEPHONE 5115 JUNE.

WM. A. MOLL,  
215 WOODBRIDGE BUILDING,  
100 WILLIAM STREET,

ADVERTISING IN  
NEWSPAPERS AND MAGAZINES,

NEW YORK, 10/7/04

T. E.-----2.

It occurred to me, owing to the pride you have in the historic name of "Edison", that you would be willing to expend enough money through the columns of the above mentioned papers, to acquaint the readers of the papers in which the Edison, Jr. Chemical Co. reading articles appeared, with the true facts, instead of allowing these 75,000 to 100,000 to continue for the balance of their life to believe that they had bought a worthless invention of an Edison.

I have submitted the plan to Mr. Dyer and he telephoned me this afternoon, through his assistant, Mr. Holden, that while he believed the plan was good, I should do nothing further in the matter as it was his opinion that to accomplish this work would cost too much money.

I believe that if I could have a personal interview with you that we could come to an arrangement whereby the amount of money necessary to expend to bring about these results would be satisfactory to you, and I respectfully request that you grant me a personal interview at your earliest convenience.

Yours very truly,

*Wm. A. Moll.*

*Cable Address*  
"Edison, New York!"

*From the Laboratory  
of  
Thomas A. Edison.*

D 1904 TAE  
- Family  
- Miller, Ira

*Orange, N. J.* Nov. 29, 1904.

Mrs. Thomas A. Edison,  
Orange, N. J.

Madam:

I beg to enclose you herewith a note for \$2500 drawn to  
your order by Mr. Ira M. Miller, the same falls due on the 2nd day  
of January this coming year, 1905.

Yours truly,

*J. R. Randolph*

Hellie Edson Page

Sunday afternoon

Dec. 18, 1904

My dearest Uncle

I have been sick  
in bed for a week. But to-day  
am up and take the first oppor-  
tunity to thank you for your truly  
Christmas present to me the gift  
of which has enabled me to go  
to California. We will make the  
best use of it for you know I  
have had that lesson taught me  
all my life. I wish I could do  
something for you in return per-  
haps I may Sunday. We wish you a  
Merry Christmas and Happy New Year.  
and now will you just write me a couple  
of lines with a Merry Christmas & Happy New Year

would like to  
write a longer letter  
but am afraid you  
wouldn't read it.  
I must take it with me  
and your sister's signature for I must take it with me  
Hellie

1811 Edwin Port Huron  
Payer Dec 18-1904

Mr. J. F. Kandergh.

My dear friend:-

I want to wish  
you a "Merry Christmas" and  
a very Happy New Year. Before  
starting on our journey to  
California what my uncle has  
done to make it possible for  
me to try the advantages of the  
magnificent climate is appreciate  
a thousand fold, and I think  
you are my "Mascot" to,

for I always get good news-  
from you. I am just enclosing a  
little note to Uncle Alon. thanking  
him for gift. My dear Mr. Randall,  
will you please ask him for me  
to just write a line wishing me  
a Merry Christmas and Happy New Year  
With his signature, and get him  
to address the envelope to: I will  
take it with me and keep it always  
as a token from my father-in-law.

enclose cards for  
autographs - You can catch  
him when he feels good  
natured, & not very busy - I  
have never had to be  
identified whenever I presented  
my check at bank - In Cleveland  
the cashier looked at the  
check and then at me and  
said, 'Well, I'll take the chance  
on this check.' Gave me the  
money and I went on my  
way - We afterwards became  
good friends, and often  
laughed about it, and

he said. Oh! I was sure  
the chuck and the lady —  
was felt edge — So wishing you  
a long life and a pleasant  
one. Will say good bye.

Your sincere friend

Nellie Edson Poyer.

We leave for the 808 Huron on  
Wed. Dec. 28<sup>th</sup>.



TAE JV

Valley House  
Greenwood Lake



Orange County  
New York

December - 22<sup>nd</sup> 1904

Mr Thomas A. Edison

Orange - N. Y.

Dear Father -

I wish you and all a  
very merry Christmas and a Happy New Year -  
and many of them - as ever -

Your son  
Thomas

TAE Jr.

Valley House  
Greenwood Lake



Orange County  
New York

December-22<sup>nd</sup> 1904

John F. Randolph - Esq.  
Orange - N. Y.

Dear Mr. Randolph -

Allow me to

extend to you my thanks for sending this week's  
check in advance - it is very welcome at this  
time - for reasons no doubt mutually recognized.

I am enclosing last week's receipt which  
was overlooked on my part -

Wishing you and all a very Merry Christmas  
and a Happy New Year - I am

Yours truly

Thomas A. Edison

*J. Miller - Personal*

THOMAS A. EDISON  
President

W. S. MALLORY  
Vice-President

J. F. RANDOLPH  
Secretary-Treasurer

# EDISON STORAGE BATTERY CO.

EDISON LABORATORY

Telephone, "407 Orange"

ORANGE, NEW JERSEY Dec. 31, 1904

J. B. Miller, Esq.,

Edison Storage Battery Co.,

Silver Lake, N. J.

My dear John:--

I beg herewith to enclose letter from Mr. Mason  
with blank form attached, which explain themselves.

Yours very truly,

WSM/AM.

Enc.

*W. S. Mallory*

[ENCLOSURE]



ESSEX COUNTY TRUST COMPANY BUILDING,  
STATED COMMUNICATIONS 1ST & 3RD WEDNESDAYS.

WP STAGS CORDON, N.Y.  
820 WEST 23RD AVENUE,  
FREDERIC G. MASON, SECRETARY,  
21 HARTFORD AVENUE

EAST ORANGE, N.J. Dec 29<sup>th</sup> 1904.

My dear Mallory:

I have yours of the 28<sup>th</sup> and have pleasure in sending you herewith a blank form for Mr. Miller's use. You will notice that it is necessary for him to first secure his dimit from Mickel or whatever lodge he belongs to ~~Lodge, if he still belongs there,~~ so that it may be attached to his petition. It is only necessary for him to write the Secretary of his Lodge requesting his dimit. It will be granted without question if he is in good standing.

Fraternally yours,

Frederic G. Mason

W. S. Mallory Esq.

[ENCLOSURE]



HOPE LODGE, No. 124,

F. & A. M.,

EAST ORANGE, N. J.

To the Worshipful Master, Wardens and Brethren:

The undersigned, a Master Mason in good standing,  
formerly of \_\_\_\_\_ Lodge, No. \_\_\_\_\_  
located at \_\_\_\_\_ State of \_\_\_\_\_  
hereby presents his dimit from said Lodge, and respectfully asks  
to be admitted to membership in \_\_\_\_\_  
Lodge.

His age is \_\_\_\_\_, his occupation \_\_\_\_\_  
his place of birth \_\_\_\_\_  
his place of residence \_\_\_\_\_

Dated \_\_\_\_\_ 190

Signed \_\_\_\_\_  
(Sign name in full.)

Recommended by \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

W. L. Edison Edison

W. L. EDISON, PHOENIX

CABLE ADDRESS "AUTOLAB" WASH.

E. GRUENFELDT, CONSTRUCTION

"THE PLACE WITH A REPUTATION"

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W. L. Edison Spark Plugs  
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Auto Patents Procured  
and Investigated

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to Order

Speed 15 to 30 Miles  
per Hour  
Foreign and American  
Makes

Correspondence Invited

My dear Father:-

Allow me to thank you for the opportune  
arrival of the check and for which I am very thankful  
You see I have been to great expense in getting out my  
spark plugs, protectors etc and have spent quite a sum  
in looking up patents etc. I have now a very good

thing in the way of a plug and have already placed an  
order for \$100 with a large auto concern here.

Mr Gruenfeldt who is my draughtsman is a graduate of  
Hiedelburg and is a mechanical and electrical engineer  
and most of his ideas are exceedingly good.

I am now having made a spark coil which will eclipse  
any now on the market and besides this he has made  
other things that will take and which cost but little  
to get up and place on the market. I am looking forward

to a good business this spring and if my goods take on  
the popularity that I expect they will I will be in  
position to repay you for your kindness and also begin  
to take up the notes.

I have a large manufacturer in Cleveland who does all  
my work and the only expense I have to go to now is for  
a dozen or so samples and all my goods are sold through  
them which enables me to keep only a small stock on  
hand with but little expense attached.

Will forward you some of my goods as soon as possible.

Your loving son,

William

I cannot get another machine in my place.  
No answer. Machines came in yesterday & today which is exceedingly good luck.

#### **1904, Edison Manufacturing Company (D-04-18)**

This folder contains correspondence and other documents relating to the business of the Edison Manufacturing Co. Most of the items for 1904 are reports sent to William E. Gilmore, vice president and general manager of the company, by the Mooney & Boland detective agency. The reports pertain to the activities of James Garvin, Chicago agent for the Edison Manufacturing Co. and executive of the National Phonograph Co.

Approximately 20 percent of the documents have been selected, including a representative sample of the detectives' reports. Among the items not selected are routine letters regarding fan motors and phonoplex circuits.

Other items in the Document File relating to the Edison Manufacturing Co. can be found in D-04-02 (Battery - Primary) and in D-04-24 (Motion Pictures).

R. C. P. HOLMES  
139 ADAMS STREET  
CHICAGO, ILL.

My dear Gilmore

I am in receipt of yours of the 15<sup>th</sup> & immediately took the matter in hand I placed it in the hands of people that do all our business & am personally acquainted with their Gen Mgt W. J. S. I told him to send me the reports as I thought perhaps after looking them over I might see something that I could inform you about also. In case this is not satisfactory, will me to <sup>have</sup> ~~forward~~ all reports <sup>sent by them</sup> to you instead. I expect to mail you a report in the morning that will show what time the person acted & most likely with whom. In the meantime I will enquire around in a nice way among the jobbers here. The last time I saw him was about 3 months ago when he brought your personal property schedule here



R. C. P. HOLMES

139 ADAMS STREET  
CHICAGO, ILL.

we took them in hand for him  
& saved the E. W. Co a lot of money.  
Mr Fox as you know can do this.  
Well I am sorry to hear you are  
having any trouble, but you can  
expect these things when a man  
gets the big head & is alone in  
a large City you know they are  
not all like us. I shall be in  
Boston or I should say Portsmouth  
on the 29th for the Edison Convention  
& shall come on to N. Y. <sup>Monday</sup> before  
coming home. How are <sup>you</sup> ~~they~~ <sup>your</sup> ~~your~~  
July & Aug records when I was  
here last in May I think he said  
that he would send along some as  
they came out but I guess he  
forgot having I presume too much  
other business now is Campbell  
getting along here I have not seen  
him for sometime. As I send you  
these reports & you get enough  
news just write me to have them  
stop I shall be in town until

R. C. P. HOLMES

139 ADAMS STREET  
CHICAGO, ILL.

The 27<sup>th</sup> & by that time it  
might pay to stop for awhile  
Let me hear from you as to  
whether or not I have put  
the matter in proper hands  
They will certainly do you a  
good job. With kind regards

Yours  
R. C. P. Holmes

Aug 17<sup>th</sup> 1904

C O N F I D E N T I A L . R E P O R T .  
Re James Garvin.

#6523040.

Chicago, Ill.  
Wednesday, August 17th, 1904.

Dear Sir:-

Today an operative was sent to the office of James Garvin 304 Wabash Ave. under a suitable pretext, for the purpose of identifying him and afterwards identifying him to an operative detailed to shadow him.

They report that the subject left his place of business at 5.30 P.M. walked over to the saloon on the corner of Jackson Blvd. and Wabash Ave. and had a drink, remaining there ten minutes. He then returned to his office, 304 Wabash Ave. and remained there until 6 P.M. when he came out with a lady described as 26 or 27 years old; about 5 feet 7 inches tall; medium build; about 125 pounds; dark complexion; dark hair, wearing a blue skirt, shirt waist, light jacket and blue hat. This woman was apparently his wife. They walked to the Baltimore cafe on Quincy St. and had dinner, remaining there until 7.40 P.M. when they came out and walked to the Coliseum where they remained until 10.15 P.M. They then came out boarded a car and went home. The operative watched the house 30 minutes after that, but saw nothing of him and discontinued.

WJSH  
82204.

C O N F I D E N T I A L   R E P O R T  
Shadowing James Garvin

#652804C

Chicago, Ill.,  
Thursday, August 18, 1904.

Dear Sir:-

Our operative went to the vicinity of 4163 Berkley Ave. at 6:45 A.M. today. The subject came out at 7:50, walked to 74 E. 39th St. where he entered a saloon and had a drink. He then went to a real estate office at 3556 Cottage Grove Ave., remaining 20 minutes. He then walked to 3553 Cottage Grove Ave., came out in a few minutes and boarded a north bound car and rode to Congress St. where he got off and entered his place of business, 304 Wabash Avenue. Operative then watched this place for an hour, and was assured that he was going to remain at his work as he could be seen in his office at his desk. He therefore left the place and went to the nearest telephone to notify this office that the man was there and upon his return found that Garvin had left. He watched the place until the office closed at night and up to this time he had not returned. He then went to the vicinity of his house but saw nothing of him there, although it is possible that he may have been in the house before operative arrived.

WDS-F  
82204

R. C. P. HOLMES

139 ADAMS STREET  
CHICAGO, ILL.

873

My dear Gilmore

Well from all accounts  
J.G. is having a fair time at your  
expense & it looks like he is not  
alone. I have seen about 30 of the  
jobbers at a meeting held in Toledo  
& cannot find out that he is  
known at all the Chicago men  
never see him. What kind of a  
trip is Logue here on he asked  
me if I got a letter from you &  
I said when & after a good deal  
of bantering I convinced him  
that I had not & he then said  
he understood I had but if I had  
not that I should not say anything  
more about it as he did not want  
you to know about it I suppose  
you told him you was going to  
write me. I am going to leave here  
Saturday & would like to know if

R. C. P. HOLMES

139 ADAMS STREET  
CHICAGO, ILL.

You wish the reports to continue  
after that date I should think  
you will have enough news by  
that time from the outside I should  
think. I suppose the inside would  
bea looking over without he is  
in control of a private income you  
know it costs money to sport.  
Well I hope things are not much  
worse & that you will not have  
much trouble with regards

Yours truly  
R. C. Holmes

CONFIDENTIAL REPORT  
Shadowing James Garvin

(1)

#6528040

Chicago, Ill.,  
Tuesday, August 23, 1904.

Dear Sir:-

Our operative arrived in the vicinity of No. 4163 Berkley Ave. at 7:00 A.M. today and reports that at 7:40 A.M. the subject came out and walked to the Calumet Buffet, 39th and Cottage Grove Ave. After having a drink he came out, crossed the street and bought a paper, then boarded a north bound car and rode to Congress St. where he got off and entered Lewinsohn's Buffet, corner Congress and Wabash, and had another drink, after which he went to his office, 304 Wabash Ave.

At 9:30 he came out and went to Moody's Restaurant on Van Buren St. where he had breakfast, remaining until 10:20 A.M., then returned to his office.

At 11:00 A.M. he went to Austin's Buffet, 282 Wabash Ave., had a drink, then walked to the Auditorium Annex, bought a paper at the news stand, after which he went up in the elevator. He came down at 11:30 and returned to his office.

At 1:10 he came out, went to Austin's Buffet and had a drink and again went to the Annex, bought a paper, and went up in the elevator, remaining until 3:10 P.M. when he came out with a man and woman described as follows:

8/23/04

The man was about 70 years of age, 5'6", 140 lbs., grey hair and mustache and wore nose glasses; he was dressed in a grey suit and panama hat.

*Iron like might be Logue*

The lady was about 27 years old, 5'4", 120 lbs., dark hair, and wore a light suit and black lace hat. They walked across Congress St. and stood in front of subject's office talking for sometime; then were joined by a man 5'5" tall, 150 lbs., light hair and mustache, 29 or 30 years old, wore blue serge suit, straw hat and tan oxfords. Subject and the old gentleman who came from the Annex, then left the other two and went to Austin's Buffet where they had two drinks; when they came out the old gentleman rejoined the other gentleman and the lady, while subject went to his office where he remained until 5:50. He then came out and went to Moody's Buffet, and had a drink; from there he went into the restaurant and had lunch; then went into the cigar store on the corner of Wabash and Van Buren and bought a cigar after which he went to the Victoria Buffet and had two drinks. He then boarded a south bound Cottage Grove Ave. car, rode to 39th St., and went to the Calumet Buffet, remained some little time, after which he walked home. The house was watched until nine o'clock but nothing further was seen of the subject .



[From William E. Gilmore]

(Personal)

August 24, 1904.

Re C. F. Holmes, Esq.,

C/o Chicago Edison Co.,

139 Adams St., Chicago, Ill.

My dear Holmes:

I received the letters that you sent me from your people in Chicago, and the reports seem to bear out what has already been advised me. I should like them to continue their investigations, same to be concluded August 31st; I think I will then have sufficient data for my purposes. Will you kindly advise them accordingly. If it is your desire that I shall take the matter up direct with them I can of course do so without bothering you, but as they have been sending the papers to you and will continue to do so on the lines already arranged, I thought perhaps you would prefer to instruct them.

They ask if we want to know anything about his home life; my answer is "No". I am not at all interested in this. What I am after is to learn whether he is attending to our business, and from the reports I am satisfied that he is not. If it is necessary to put two men on the work it should be done, as from the report it would appear that operator thought he had gone to business one day permanently, whereas he got away before he returned. I am interested to know who the ladies are that go out with him--I do not mean the lady that came out with the child, as this is evidently his wife and child; I refer to the other ladies. If they can learn anything about them I should be glad to know what it is.

Yours very truly,

Form No. 1.

*Electricity*  
**THE WESTERN UNION TELEGRAPH COMPANY.**

**23,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.**

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted by the sender of the following messages. Errors can be obtained against only by repaying a message back to the sending station for correction, and the Company will not hold itself liable for errors in transmission or delivery of messages. Beyond the amount of bills paid thereon, nor in any case where the bills have been presented in writing will be delivered. This is an UNRETRIEVED MESSAGE, and is delivered by request of the sender, under the conditions named above.

**ROBERT D. CLOWRY, President and General Manager.**

NUMBER 45 SENT BY W. J. S. CHECK 3X *8/25/1904*

RECEIVED AT 38 MAIN ST., ORANGE, N. J. *Aug 25 1904*

Dated Chicago Ills 25 TELEPHONE NO.

To Mr. E. J. Silmoore.

"Delivered to Residence"

Orange N.J.

*Mailed two more reports looks worse & leave here Saturday for Boston do you wish matter continued and reports sent direct to you*  
*R. E. P. Holmes*

Form No. 260.

**THE WESTERN UNION TELEGRAPH COMPANY.**

**23,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.**

ROBERT C. CLOWRY, President and General Manager.

Receiver's No.	Time Filed	Check
----------------	------------	-------

**SEND** the following message subject to the terms on back hereof, which are hereby agreed to.

Aug. 26, 1904.

R. C. P. Holmes,

C/o Chicago Edison Co.,

139 Adams St., Chicago Ill.

Wrote you yesterday. Have reports sent direct to me up to and including tomorrow. Want to see you when you come to New York.

W. E. GILMORE.

(Prepay and chg. Natl.)



*John Boland,  
President;  
Wm. J. Boland,  
General Manager, Eastern Division;  
Robert J. Boland,  
General Manager, Eastern Division.*

*The Mooney & Boland Railway Secret Service*

*Long Distance  
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## *The Mooney & Boland Agency*

*Chicago Stock Exchange 2045  
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*Special and Expert Detective Service*

*Representatives in all parts of the World*

*100 Broadway,  
New York,  
Telephone Exchange 544*

*Chicago*

Aug. 30th, 1904.

W. E. Gilmore, Esq.,

Orange,

New Jersey.

Dear Sir:-

We were unable to send the report of last Friday, for the reason that it was delayed in the mails and did not come in until yesterday.

We are making every effort to secure full particulars and information for you and with that object in view have deemed it wise to detail two operatives.

You will note the subject spends a great deal of time in saloons and in order to determine what he is doing, the money he is spending, etc. etc. it is necessary for an operative to enter each place.

Yours truly,

*The Mooney & Boland Agency.*

*R. J. Boland*  
Vice Pres. & Gen'l Manager.

WWSH.

C O N F I D E N T I A L     R E P O R T .

#652304C.

Chicago, Ill.  
Wednesday, August 31st, 1904.

Dear Sir:-

Our operatives shadowing James Garvin report for the above date that they went to the vicinity of the subject's house this morning and at 8.05 A.M. the subject came out and walked to the Illinois Central depot at 43rd St. He boarded a train and rode down town, getting off at Van Buren St. He went into Holland's buffet and had a glass of gin. He then went to his office at 300 Wabash Ave. entering at 8.30 A.M. At 9.25 A.M. the subject came out and went to Moody's buffet where he had a glass of gin, then went into a buffet on the corner of State and Congress Sts. where he had a glass of gin, then went into Hood's restaurant, 39 Congress St. and had his breakfast. At 9.35 A.M. he came out and went to the Auditorium Pharmacy. He bought a cigar and then went to his office, arriving there at 10 A.M. At 1.10 P.M. he came out and went to Moody's buffet where he had a glass of beer, then went into the billiard room. At 1.35 P.M. he came out and went to 208 State St. where he had a glass of beer then sat down at a table and read the paper. At 2.15 P.M. he had another glass of beer, then went to Berghoff's buffet and had a glass of beer. He returned to his office at 2.40 P.M. and at 4 P.M. came out and went to Moody's buffet where he had a glass of beer. He then went to Lewis's buffet and had a glass of beer then went back to the office.

At 5.45 P.M. he went to Holland's buffet and drank a glass of

beer, then went to the Victoria Buffet and had a glass of beer. He came out and walked to the I.C. depot where he boarded a train and rode to 43rd St. He went home, arriving there at 6.35 P.M.

At 7.10 P.M. the operatives saw subject, his wife and little girl eating dinner and after dinner subject was seen in the 2nd room of the flat reading his paper.

At 9 P.M. the operatives discontinued for the night.

The actions of the subject today would indicate that he was very troubled, or that his suspicions had been aroused, as he looked around very often and one time talked with a young man at the entrance of the building and this young man seemed to be watching for somebody or something, as he spent his time around the door, watching the different people, etc.

WJSH.



*John Boland,*  
*Partner,*  
*P. J. Sullivan,*  
*Special Manager Western Division,*  
*Robert J. Jones,*  
*General Manager Eastern Division.*

*The Mooney & Boland Railway Secret Service*

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*New York,*  
*Telephone, Cleveland 5414*

*Case #6523.*

*W. S. Gilmore, Esq.,*  
*Orange, New Jersey:*

*Chicago.*

*Sept. 1st, 1904.*

*To The Mooney & Boland Agency Dr.*

Re James Garván.

Aug. 17	To Opr. making identification, 1/2 day,	\$ 4.00
" "	To Opr. shadowing,	8.00
" 18	To Opr. shadowing,	8.00
" 19	To Opr. shadowing,	8.00
" 20	To Opr. shadowing,	8.00
" 22	To Opr. shadowing,	8.00
" "	To Opr. shadowing,	8.00
" 23	To Opr. shadowing,	8.00
" 24	To Opr. shadowing,	8.00
" 25	To Opr. shadowing,	8.00
" 26	To Opr. shadowing,	8.00
" 27	To Opr. shadowing,	8.00
" "	To Opr. investigating,	8.00
" 28	To Opr. shadowing,	8.00
" 29	To Opr. shadowing,	8.00
" "	To Opr. shadowing,	8.00
" 30	To Opr. shadowing,	8.00
" "	To Opr. shadowing,	8.00
" 31	To Opr. shadowing,	8.00
" "	To Opr. shadowing,	8.00

\$156.00

To the necessary incidental expense,  
 car fares, telephone service and  
 money expended in different saloons  
 and resorts visited by subject, etc.

29.40

Total-

\$185.40

*OK*  
*Wms*  
*[Signature]*

**PAID**

SEP-6 1904

THE MOONEY & BOLAND AGENCY,  
 100 Broadway

#### **1904. Exhibitions (D-04-19)**

This folder contains correspondence and other documents concerning electrical and industrial exhibitions. The items for 1904 pertain to the Louisiana Purchase Exposition (World's Fair) in St. Louis and to the International Electrical Congress scheduled to be held in conjunction with the Exposition. Included are documents concerning exhibits by the Edison Storage Battery Co. and the Association of Edison Illuminating Companies.

Approximately 90 percent of the documents have been selected. The items not selected include shipping labels and documents that duplicate information in selected material.



*Echols*

INTERNATIONAL ELECTRICAL CONGRESS

COMMITTEE OF

PRESIDENT  
ELIUD THOMPSON  
GENERAL SECRETARY  
DR. A. E. KENNELLY  
HARVARD UNIVERSITY  
CAMBRIDGE, MASS.  
TREASURER  
W. D. WEAVER



ORGANIZATION

VICE-PRESIDENTS  
BION J. ARNOLD  
CH. G. (Im)  
PROF. H. S. CARLSON  
PROF. W. E. GOLDBROUUGH  
C. F. SCOTT  
DR. R. W. STRATTON

Cambridge, Mass., Jan. 12, 1904.

Mr. Thomas A. Edison,  
Orange, N. J.

Dear Sir:

We beg to inform you that an International Electrical Congress is to be held in St. Louis, this year, in conjunction with the International Exposition of St. Louis. We enclose a programme of this Congress.

All of the papers which are to be read at this Congress are to be specially invited from well known writers in various parts of the world.

We take pleasure in extending to you, on behalf of the Committee of Organization, an invitation to contribute a paper, to be read in Section G of the Congress. It has been suggested that your paper deal with any topic connected with "Telegraphy". We shall be glad to receive from you, at your early convenience, the title selected. Should you, however, wish to deal with any subject not connected with telegraphy, but falling within the scope of Section G, we will be very glad indeed if you will do so.

If you should be visiting St. Louis at the time of the Congress, we hope that you will read this paper in person, but if you do not expect to be present in St. Louis, the Officers of Section G will take pleasure in presenting your paper, which is subsequently to appear in the Transactions of the Congress.

We beg that you will inform us, at your earliest convenience, whether you will be able to contribute this paper to the Congress, in order that our programme for papers in Section G may be made up in due season.

Yours respectfully,

*Echols*

President of Committee of Organization.

*A. E. Kennelly*

General Secretary of Committee of Organization.

P.S. Kindly address reply to the General Secretary.

[ENCLOSURE]

## INTERNATIONAL ELECTRICAL CONGRESS

AT ST. LOUIS, SEPTEMBER 12-17, 1904

### PRELIMINARY PROGRAMME

In connection with the Universal Exposition of St. Louis, in 1904, commemorating the Louisiana Purchase by the United States, it is proposed to hold an International Electrical Congress.

The last International Electrical Congress was held, in 1900, in conjunction with the Universal Exposition at Paris. The last preceding International Electrical Congress in the United States was held in 1893, in connection with the World's Fair at Chicago. Electrical Congresses held in the past have had an important influence on the world's progress in the knowledge of Electricity and Magnetism, and in the application of these Sciences. It is confidently expected that the International Exposition of 1904, at St. Louis, may be equally successful in these directions.

The date set for the International Electrical Congress of St. Louis, is the week 12th to 17th September, 1904 (inclusive). This is the week preceding the session of the great Scientific Congress appointed by the Universal Exposition. On this account many of those who attend the International Electrical Congress will probably remain to attend the International Congress of the Arts and Sciences.

In accordance with the present plan, members arriving via New York will be enabled to reach St. Louis via Niagara Falls on Sunday, September 11th. Members will also be invited to attend the dedication ceremonies of the National Bureau of Standards at Washington. It is hoped that arrangements may be completed whereby the President of the United States may then meet the members.

On the morning of September 12th, at 11 a. m., a general convocation of the International Electrical Congress will be called. On the four succeeding days, from the 13th to the 16th inclusive, meetings of the eight sections of the Congress will be held simultaneously. On the final day, September 17th, a second general convocation will be called. Members returning from St. Louis to New York may elect to stop off at Chicago and at Niagara Falls.

As at present proposed, the International Electrical Congress will comprise three distinct features:

1st. A Chamber of Delegates, appointed by the various Governments, and essentially similar to the Chambers of Government Delegates at the International Electrical Congresses of Chicago in 1893, and of Paris in 1900. It would seem that sufficient material has been collected since 1900, calling for International action, to warrant inviting the various Governments to appoint Delegates, as before, to the International Electrical Congress of St. Louis.

2nd. The main body of the Congress, divided into the following sections:

General Theory:	Section A,	{ Mathematical,
		{ Experimental.
Applications:	Section B,	General Applications,
	" C,	Electrochemistry,
	" D,	Electric Power Transmission,
	" E,	Electric Light and Distribution,
	" F,	Electric Transportation,
	" G,	Electric Communication,
	" H,	Electrotherapeutics.

It is proposed to invite prominent men in various parts of the world to contribute special papers on subjects represented in the various sections and their subdivisions.

[ENCLOSURE]

3rd. Conventions simultaneously held, in conjunction with the Congress, by various electrical organizations in the United States. It is proposed that each section of the Congress may be able to hold its meeting under some plan of conjunction with the organization or organizations devoted to the progress of the work selected by that section. Steps have already been taken to enlist the sympathy of the various organizations, with a view to perfecting the details of co-operation at a later date. Prominent among the organizations from whom co-operation is expected are:

The American Institute of Electrical Engineers,  
The American Electrochemical Society,  
The National Electric Light Association,  
The Association of Edison Illuminating Companies,  
The Pacific Coast Transmission Association,  
The American Electrotherapeutic Association.

It is also hoped to secure the participation of American scientific societies.

The Universal Exposition at St. Louis has signified its intention of affording ample facilities for the accommodation of the Congress in its halls on the grounds of the Exposition.

The Committee of Organization of the Congress is as follows:

PRESIDENT, *Ellis Thomson.*

VICE-PRESIDENTS:

B. J. Arnold,	Prof. W. E. Goldsborough,
Prof. H. S. Carhart,	C. F. Scott,
	Dr. S. W. Stratton.

GENERAL SECRETARY:

Dr. A. E. Kennelly.

TREASURER:

W. D. Weaver.

ADVISORY COMMITTEE:

B. A. Behrend,	Dr. W. J. Morton,
C. S. Bradley,	Dr. E. L. Nichols,
J. J. Carty,	Prof. R. B. Owens,
A. H. Cowles,	Dr. F. A. C. Perrine,
Prof. F. B. Crocker,	Prof. M. I. Pupin,
Dr. Louis Dunan,	Prof. J. W. Riehardts,
H. L. Doherty,	Prof. H. J. Ryan,
R. A. Fessenden,	William Stanley,
W. J. Hammer,	Prof. C. P. Steinmetz,
Carl Hering,	Dr. L. B. Stillwell,
C. P. Matthews,	J. G. White,
R. D. Mershon,	A. J. Wurtz,
K. B. Miller,	

The plans of the Committee of Organization are to invite *all interested* in electricity and its applications to accept membership in, and to attend the Congress if possible; to convene the Congress during the week set aside by the Universal Exposition for that purpose (16th to 22nd, September); to report the meetings of the Congress; and to publish the Transactions subsequently; each member of the Congress to receive a complete copy thereof.

64 h. 10. 1003

J. W. LIEB, JR.  
57 DUANE ST.  
NEW YORK.

February 16, 1904.

My dear sir:

You are no doubt aware that the Association of Edison Illuminating Companies is to make an Historical Exhibit of "Edisonia" at the St. Louis Exposition.

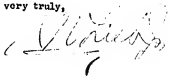
Mr. Insull, Mr. Edgar and myself, as the Committee in charge, waited upon Mr. Edison some time ago and received his enthusiastic approval of the plan and his kind promise of co-operation.

Mr. W. S. Andrews of Schenectady - an old Edison man -- has been placed in charge of the Exhibit and the collection of documents, photographs, apparatus and other historical matter which will constitute the exhibit.

He will call upon you in the near future to look over such collection as you have available at Orange and will indicate such part of it as he may be able to use, after which he will obtain Mr. Edison's formal permission to remove it to St. Louis.

Any assistance which you may be kind enough to render Mr. Andrews will be highly appreciated by the Committee and particularly by

Yours very truly,



J. F. Randolph, Esq.,  
Edison Laboratory,  
Orange, N. J.

St. Louis Exhibition

Wrote  
Hammer  
Feb 22 1904

53-57 DUANE STREET  
NEW YORK

February 19, 1904.

My Dear Mr. Edison:

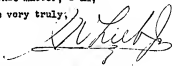
We are making satisfactory progress in accumulating the material for the Historical Exhibit of "Edisonia" to be made at the St. Louis Exposition under the auspices of the Association of Edison Illuminating Companies.

You will no doubt remember that at the time the Association Committee, consisting of Messrs. Insull, Edgar and myself, waited upon you to lay before you our plans, it was suggested that Mr. William J. Hammer's historical collection of incandescent lamps would form an appropriate and valuable addition to the exhibit, and you kindly offered to communicate with Mr. Hammer asking him for the loan of his collection. I have written to Mr. Hammer in this connection and while he seems prepared to loan us his collection he desires to have a letter of request directly from you to that effect.

Will you be kind enough to ask Mr. Hammer to please loan us his collection of incandescent lamps and such other material of historical interest which would contribute to the exhibit.

Thanking you in advance for your early attention to this matter, I am,

Yours very truly,



P. S. I am arranging to send you two photographs of the interior of the Dining Room at the Institute dinner recently, which I hope you find a pleasant memento of the occasion.

Thomas Alva Edison, Esq.,  
Orange, N. J.

[ON BACK OF PRECEDING PAGE]

R. J. Hammer - Jr  
26 Portland Street

My Dear Hammer

It would be a very desirable  
thing if you would loan  
your great collection of  
historical Incandescent  
Lamps to the ~~Henderson~~  
'Edisonia' exhibit at the  
St Louis World's Fair.  
I am sure it will be well  
taken care of - what do  
you say?  
Yours  
Thos A Edison

*Exhibitors*

**The Spalding.**

Interstate Hotel Co.,  
Kansas.

*None*

Duluth, Minn., March 5, 1904.....190.....

Thomas A. Edison, Esq.,  
Orange, N. J.

My dear Mr. Edison:-

Your favor of Feb. 22d has followed me about in the West,  
and I now hasten to reply to the same.

Mr. John W. Lieb and Mr. W. S. Andrews have both spoken to  
me regarding loaning my collection of historical incandescent electric  
lamps to the Edisona exhibit at the St. Louis Exposition. I will  
answer a letter which I have also received from Mr. Lieb on this  
subject, and will endeavor to see him in a few days on my arrival in  
New York.

I have been spoken to regarding placing this exhibit at the  
disposal of one of the Government departments at the Exposition, and  
also relative to placing it in the historical exhibit of the American  
Institute of Electrical Engineers, of which committee I am a member.  
It has also come up in connection with still another matter at the  
St. Louis Exposition. I should have no objection to having it placed  
in the Edisona exhibit provided satisfactory arrangements are made  
for its proper arrangement and protection. You are doubtless aware  
that this collection, which is absolutely unique and which represents  
practically the history of art, has cost me not only an enormous  
amount of time but a very large outlay of money. I have collected  
these lamps all over America and Europe. For many years I have had  
them insured for a very large sum of money. They have frequently  
been moved from one place to another at considerable expense, and  
the fittings of the cases, stands, cards, photographs, etc., have cost  
me large sums of money, and so delicate are these lamps that it is



The Spalding.

Interstate Hotel Co.,  
Kansas.

Duluth, Minn., March 5, 1904. 190

T. A. E.-2

practically impossible for any one but myself to pack or unpack them, and it is impossible also for any one else to properly arrange and classify this collection so that it gives an intelligent apprehensive idea of its scope and character.

The United States Government has been very anxious to have this placed in the Smithsonian Institution, and I have been offered large sums of money for this collection, which I have always declined to part with.

I appreciate that it would be a very valuable adjunct to the Edisonia exhibit at St. Louis, and provided those having charge of this matter will make the necessary arrangements with me, which I am sure you will feel are only reasonable for me to insist upon under the circumstances, I shall be glad to consider favorably the loaning of this collection to the Edisonia exhibit.

Very sincerely yours,

*W. J. Hammer*

*Ex Libris  
St. Louis*

W. L.

Schenectady, N. Y. April 22, 1904.

Mr. T. A. Edison,  
Orange, N. J.

My dear Mr. Edison:-

I wish to thank you both in behalf of the Association of Edison Illuminating Companies and also personally, for your kind loan of some early types of electric apparatus for the forthcoming Historical Exhibit at St. Louis.

Mr. John Ott was good enough to give me valuable assistance in making a selection, and I am writing to Mr. Mallory today, requesting him to have the various articles shipped to St. Louis Exposition, by express. A list of these articles is enclosed on separate sheet, and I should be very glad if you could spare a few moments to suggest a short and appropriate description for each article, so that I may have some cards printed and attached.

Yours very truly,

WSA-MM

SIGNED W. S. ANDREWS

*Dear Mr Ott  
I will mail to you the copy of  
Electrical Age today  
Yours truly  
W. S. Andrews*

## Exhibition

X-X

52. Edison's first electric motor - horizontal bipolar field;
11. First type of electric motor made;
12. Early type of electrolytic meter;
13. do do do do do
49. Early type of electric light motor;
22. do do do do do do
- 60 Old Deprez galvanometer, used at Menlo Park as a voltmeter.
35. Early type Howell voltmeter;
33. Sundry incandescent lamps;
27. do do do mounted on mahogany bases;
16. Samples of two and three-wire electric underground tubes;
- 18 Old motor with disc armature.

POSTAL TELEGRAPH-CABLE COMPANY

IN CONNECTION WITH

THE 1904 <sup>Exhibitions</sup> THE COMMERCIAL CABLE COMPANY.



JOHN W. HACKAY, President.  
J. G. STEVENS, Sec'y.

WM. H. BAKER, V. P. & G. M.

JOHN W. HACKAY, President.  
ALBERT BECK, Sec'y.



# NIGHT TELEGRAM

The Postal Telegraph-Cable Company transmits and delivers Night Messages subject to the terms and conditions printed on the back of this blank.

Number	By	By	By
8422	ST	ST	ST
Date	Received at		
To	May 2		

I have the honor to advise  
you that the Palace of Electricity  
has opened most auspiciously  
the magnificence of the exhibit including  
that of the Edison Storage Battery Co. Completely  
installed  
W. S. Harrison

GENERAL ELECTRIC COMPANY

EXECUTIVE CORRESPONDENCE

THIRD VICE PRESIDENT'S OFFICE

Schenectady, N. Y. May 5, 1904.

*D*  
*1904 Exhibitions*

Mr. W. A. Mallory,

Lab. of T.A. Edison,

Orange, N. J.

*MAY 5 1904*

*MAY - 6 1904*

Dear Mr. Mallory:-

I have received notice from your Mr. A.D. Caskey that 12 cases of material for the Edison Historical Exhibit, were shipped from Mr. Edison's Laboratory on April 30th.

I wish to thank you for the attention which has been given to this matter, and shall be pleased to send you my check for express and other charges on receipt of bill.

Yours very truly,

WSA-MM

*W. S. Mallory.*

*for if my change  
please send him  
an request*

*3*

PLANTERS HOTEL

HENRY WEAVER.  
GENERAL OFFICE  
ST. LOUIS, U.S.A.

ONLY ADDRESS  
"PLANTERS"

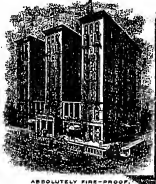
GRAND HOTEL  
ST. LOUIS, U.S.A.

1904 Exhibitions

— IN GREAT MODELS —  
COMFORTABLE AND PLEASANT  
COOL AND INVITING  
COURTESY AND SERVICE  
UNPARALLELED.

RATES NO HIGHER  
THAN OTHER  
FIRST CLASS  
HOTELS.

1904



ABSOLUTELY FIRE-PROOF



May 8 1904

My Dear Randolph:

I sent you the other day a Souvenir Book of the fair hope you received it all ok.

As have Rugs & the Insurance to pay for yet & I expect to leave here on the 11 for Chicago Will your please send my Salary check (if you have not sent it to St. Louis) to South Bend 90 Studabaker Bros Auto. Dept. I hope to be there on the 13 or 14th.

Thanking you for the kindness  
your friend N.B.B.

*Edison*

TELEPHONE, 251 CORTLANDT.

CABLE ADDRESS, "REIMAN NEW YORK"

WILLIAM J. HAMMER,  
CONSULTING ELECTRICAL ENGINEER,  
1406 HAVEMEYER BUILDING,  
26 CORTLANDT STREET.

NEW YORK, June 22nd, 1904.

Thomas A. Edison, Esq.,  
Orange, N. J.

*L. Wore*

My Dear Mr. Edison:

I have already sent a receipt to Mr. Randolph for the check which you kindly sent me for Five Hundred Dollars (\$500.00) in connection with the expenses of the arranging and setting up of my historical lamp collection at the St. Louis Exposition.

I wish to express to you my hearty appreciation of your kindness in this matter. I have been perfectly willing to give the necessary time to this work during the past two months, both night and day, and also at the Exposition in setting up and removing of the exhibit, but the expenses have been very much greater than I had expected and will entail a very heavy outlay on my part, in addition to the appropriation given to me by the Association of Edison Illuminating Companies.

You can readily understand that the getting together of this collection and preserving it for the past twenty-five years, has represented an enormous outlay of money, time and energy on my part; and having given so much personal effort for the good of the cause, I can appreciate very highly your kindness in assisting me with the expenses in connection with this matter at the present time.

I shall hope to leave for St. Louis within the next few

-2-

Thomas A. Edison, Esq.

6-22-04.

days, and am at present endeavoring to arrange for a certain amount of insurance to protect myself.

I realize that there is a very great risk in sending this to St. Louis, but am glad to do it for Thomas A. Edison, although he is the only man for whom I would have done it under the circumstances.

Again thanking you for your kindness in this matter, I remain,

Yours very truly,

*W. D. Hammer*



1 Exhibit  
St Louis  
GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

JULY 9th, 1904.

Mr. John Ott,

Laboratory of Mr. T. A. Edison,

Orange, N. J.

My dear John:-

I send you herewith a few blue shipping labels according to promise, and wish you would kindly have the disc dynamo cleaned up, boxed and sent by express to the St. Louis Exposition, charges prepaid, Ask Mr. Randolph to keep account of expenses connected with this work and send the bill to me.

With kind regards, I am

Yours very truly,

*W. L. Andrews*

WSA/EJ

[ENCLOSURE]

ELECTRICITY.

ATTACH WITH PASTE—COVER WITH VARNISH

SERIAL  
NUMBER  
OF PACKAGE



TOTAL  
NUMBER  
OF PACKAGES

THE PRESIDENT  
LOUISIANA PURCHASE EXPOSITION  
**SAINT LOUIS, U. S. A.**

EXHIBITOR *Ass'n. of Edison Illuminating Cos.*

SHIPPED FROM *Laboratory of T. A. Edison*

EXHIBIT SPACE *26*

*Orange NJ*

ELECTRICITY.

ELECTRICITY.

ELECTRICITY.

1670.  
**POSTAL TELEGRAPH-CABLE COMPANY** IN CONNECTION WITH **THE COMMERCIAL CABLE COMPANY.**



JOHN W. HACKAY, President.  
 J. D. STEVENS, Sec'y.

JOHN W. HACKAY, President.  
 ALBERT HECK, Sec'y.

**NIGHT TELEGRAM**

The Postal Telegraph-Cable Company transmits and delivers Night Messages subject to the terms and conditions printed on the back of this blank.

Number 5 Sent By John Charge Collector  
 Date Sept 24 Received at Collector  
 To Coulson Storage Battery Co

IF ANY REPLY SHOULD BE SENT  
 TELEPHONE, 200.

if you do not return 201 MAIN ST., ORANGE, N. J.

Jury blanks immediately Jury  
 Can not consider your  
 Exhibit Award

W E Goodenough

DAVID R. FRANCIS, PRESIDENT  
WM. H. THOMPSON, TREASURER

WALTER B. STEVENS, SECRETARY  
JAMES L. BLAIR, GENERAL COUNSEL

WORLD'S FAIR, ST. LOUIS  
1904

LOUISIANA PURCHASE EXPOSITION

FREDERICK J. V. SKIFF, DIRECTOR OF EXHIBITS

W. E. GOLDSBOROUGH,  
CHIEF OF DEPARTMENT

ELECTRICITY

J. E. SMITH,  
CHAIRMAN OF COMMITTEE

ST. LOUIS, U. S. A. September 20, 1904

Edison Manufacturing Company,  
Orange, N.J.

Gentlemen:

I wish to inform you that the celebration of "Electricity Day" proved to be a very great success in every way. The special illumination attracted large crowds to the Building, and there were as many as 16,000 people at one exhibit. The reception in the evening, given by the exhibitors to the International Congress, proved to be one of the most brilliant functions of the Exposition.

I wish to thank you very much for the contribution of Twenty-Five Dollars, and I believe you will agree with me that the money was well spent.

Very truly yours,



WM/CJD

Chief, Department of Electricity.

Exhibitions



Thomas A. Edison

*having been invited to participate in the  
International Electrical Congress of St. Louis, 1904,  
and having duly paid the fees is hereby enrolled a member with  
the privilege of attending all general and sectional meetings,  
and of receiving the printed transactions of the Congress.*

*For Committee of Organization*

Elihu Thomson  
President

Ed. S. Weaver  
Treasurer

A. E. Kennelly  
General Secretary

**1904. Fort Myers (D-04-20)**

This folder contains correspondence and other documents relating to Edison's home and property at Fort Myers, Florida. Included are items pertaining to the acquisition of real estate and to an electric launch purchased by Edison. Also included are items pertaining to the maintenance of the house and grounds.

Approximately 50 percent of the documents have been selected. The items not selected consist of shipping receipts and routine correspondence regarding the electric launch.



TELEPHONE CONNECTION  
CABLE ADDRESS  
"ELECTRIC LAUNCH" NEW YORK

## THE ELECTRIC LAUNCH COMPANY

*Designers and Builders of*

### LAUNCHES AND YACHTS

BAYONNE CITY, N. J.

AVENUE AND NORTH ST.

January 9, 1904.

Mr. Thomas A. Edison,  
Orange, N. J.

Dear Sir:-

We beg to acknowledge receipt of your check for \$562.51, covering first payment of 25% on account of your order for a 36-foot Electric Launch, together with order blank for said launch duly signed by you, for which accept our thanks. Enclosed please find receipt.

Referring to the telephone communication with your office on the 6th instant regarding the fly awnings, we would say that the fly awnings for after cockpit and forward deck were discussed with your Mr. Opp, but were omitted or forgotten by us when the fittings and furnishings were being selected. I remember, however, offering to give with the roof a canvas storm cover to cover the after cockpit at night and this will be furnished.

If you desire the fly awnings over forward deck and after cockpit, supported upon brass end poles and spruce side poles, we can furnish the same at the additional cost of \$17.50 and \$22.00 respectively.

I recall that there was some discussion as to whether the awnings should be put over both decks. We think that the appearance of the boat is improved with awnings at both ends in place of at one end only.

We also note the route by which you wish the boat shipped; Clyde Line. Our price, you will note, is subject to the delivery being made at these works, F. O. B. cars or afloat. Our charge for delivering to the Clyde Line Steamer will be a nominal one, depending upon the weather conditions in the harbor. A tug will be required to tow the boat to the steamer and one or two men to accompany the launch to pro-

Mr. Thomas A. Edison,

1/5/04.

test it when being handled. We would suggest that you confer with the Clyde people promptly regarding the shipping of this boat, which is of the following dimensions:

Length over all-----	36ft. 0in. ✓
Beam-----	7ft. 0in. ✓
Depth from lower edge of keel to top of coaming amidships-----	4ft. 10in. ✓
Depth from lower edge of keel to high- est point of standing roof-----	9ft. 0in.
Length of roof-----	17ft. 9in.
Width of roof at top-----	6ft. 4in.

If necessary, we could arrange to lower roof, which would make the depth of the boat from the keel to the top of the roof when lowered 5ft. 10in.

Kindly advise us promptly regarding the awnings, if you desire them, and the sailing date of the steamer that will handle this shipment.

Under separate cover we are forwarding you instruction book and blue print No. 36-A-9 showing plan of wiring.

A clearance of 15-1/2 inches has been provided for in the battery space, the floor having to be raised, for which we made no charge.

Very truly yours,

  
Gen'l. Manager.

HRS/P  
Enc.

P. S. Kindly forward us name of boat.



A. A. GARDNER, BUSINESS MANAGER.

M. M. GARDNER, SECRETARY.

The Seminole Canning Company,  
ESTABLISHED JULY, 1889.

WM. F. GARDNER.

VILLAGE ELECTRIC LIGHT PLANT  
IN CONNECTION.

Myers, Fla., Jan. 20<sup>th</sup> 1903

Office of Mr. Edison!

Sir!

Your man (Kear) has been around  
with two letters desiring information as to the  
Electric Light Plant, and to my request  
the fact you desire it. We can easily arrange  
for you to have a charging station  
located at the Elgers Hotel Dock, on the  
Shamboat Dock at bath, You would  
need to bring a meter and plug & socket  
for each place.

Distance from Plant to Mr. Edison's House,  
is something like 7000 feet, quite a distance  
to carry our current without much drop. If you  
can stop it up then down, it would be all  
right. If you wish to do this you would  
necessarily have to run wire of a suit-  
able size for the distance, as have it run  
from Jacksonville.

We are using the two wire, 220 Volt, direct  
current system, carrying 2300 ft. Plant.

If you desire to put in a line

A. A. GARDNER, BUSINESS MANAGER.

M. M. GARDNER, SECRETARY.

The Seminole Canning Company,  
ESTABLISHED JULY, 1889.

—IV—

WM. F. GARDNER.

VILLAGE ELECTRIC LIGHT PLANT  
IN CONNECTION.

Keyes, Fla., \_\_\_\_\_ 189

from here to the Edison Place, and be  
independent of our other lines. We can  
probably arrange to let you have the use  
of one engine except perhaps from 5 to 9 P.M.  
(and could then if business would  
justly carry in steam on extra  
batteries). This way you could probably get  
50 or more lamps, delivered at your place,  
at any voltage you might desire, from 230  
down.

I hope you will bring some of these  
storage batteries. I am anxious to use  
them in use myself, and if possible wish  
to have some of them for use in Cuba  
where we have a water power plant.

The R.R. is now to the River, four  
miles above Town. You can have the  
lamps shipped direct to the Snow Bridge  
where the Pile Driver can lift them off the  
cars into the water, and save a lot of trouble.

Res - 1

A A Gardner

Fort Myers, Fla.,  
 Feby. 3<sup>rd</sup> 1904

Mr. Thos. A. Edison, *G*  
*OK 10/11* Orange N. J.

Dear Sir.

I beg to herewith send you statement of amount due me Febr. 1<sup>st</sup>, which I trust you will give your kind consideration.

Yours very respectfully,  
 Everett Stulpuen

To Wages for November, December & January @ \$50. <sup>00</sup>	150. <sup>00</sup>
" Asst. paid Ernest Kunge 26 days labor @ 1. <sup>25</sup>	32. <sup>50</sup>
" 6 days Kershire, pulling scraper (on terrace) @ 1. <sup>00</sup>	6. <sup>00</sup>
" 1 day Rosebushes (to replant dead ones)	3. <sup>00</sup>
	<u>\$191.<sup>50</sup></u>

Freight account:

By Cash on Hand November 1 <sup>st</sup> 1903	\$5. <sup>00</sup>
To Express paid on 1 bale Rosebushes	.50
" Freight paid on 1 box Engine parts (Att)	1. <sup>20</sup>
Drayage on same	.25
	<u>1.<sup>95</sup></u>

By Cash on hand acc. Freight \$336

PAID

Encher

191.50  
 1.95  
 193.45

[ATTACHMENT]

GLEN SAINT MARY NURSERIES.

G. L. TABER, PROPRIETOR.

GLEN SAINT MARY, FLORIDA, Dec., 15, 1903.

INVOICE TO

Mr. Ewald Stulpner,  
Fort Myers, Fla.

For 1 Bale

Nursery Stock shipped today

by Express

As per BILL LADING herewith.

TERMS CASH. Make loss or damage claims against forwarding companies, as all stock is at PURCHASER'S RISK AFTER SHIPMENT.

12	Roses, 2 years, @ 30¢	\$3.60
	2 Devonensis, 2 Duchess de Brabant, 2 Etoile de Lyon,	
	2 Safrano, 2 Souvenir d'un Ami, 2 James Sprunt,	
	Gratis.	
2	White Perle des Jardins, 2 years,	
2	Etoile de Lyon, 2 years,	
2	Madam Lambert, 2 years,	
	Rebate on account of loss.....	.60
		<del>\$3.00</del>

Received payment

G. L. Taber,  
By GA



D  
1904

Edison, T.A. - Personal

of Answer  
this - 4

Fort Myers, Florida, May 16th 1904.

Mr. Thos. T. Edison  
Orange A.F.

Dear Mr Edison

I wrote you informing you I had gotten  
a Price of \$500<sup>00</sup> for the 2 1/2 acres you  
Wanted to make a Park. Also sent a  
Plot showing how the Edison Avenue could be  
turned to the East of you lot yourself & Mr. Hixman  
dividing Equally the 50 ft street. I also note that  
the much could be had for out of the Pond I hear  
Nothing from you the Drying Season will soon be on  
much and the Charing of the Land is not Conducted  
in dry Season. And should have immediate attention

Truly Yours  
W.C. Battey

Fort Myers, Fla., June 4<sup>th</sup> 1904.

Mr. J. F. Randolph

Orange N. J.

Dear Sir - Complying with your request of May 31<sup>st</sup> I herewith enclose receipts and vouchers for labor during February and March for Lineman Painter and yard laborer. By "Lineman" in my statement I mean that man (Philip Ford) who helped Mr. Root. He set poles, put up brackets and strung electric wires the best part of the time he was employed on the place (Wings).

Therefore I have not always required a receipt in payments for labor when I paid it by check, since the properly indorsed check is usually held to be receipt. For this reason I send you the original checks as vouchers.

Very truly yours,

Ewald Stalpener

8.00  
5.25  
6.25  
3.00  
5.75

Josk Wiers, <sup>Hay</sup> June 6<sup>th</sup> 1904.

OK Wiers

Mr. Thos. A. Edison, Orange N. J.

Dear Sir. - Please find enclosed Statement of amount due me June first. I have ordered 150 loads of good hick, as you directed, 104 loads have been delivered on your land, the balance will be delivered by the end of this week. Since one livery-stable alone could not furnish the number of loads required before the beginning of the rainy season, I have bargained with both of our livery-stables, at the uniform price of 85¢ per ton or load, which is 15¢ per load less than what we had to pay heretofore. I have written to California for Eucalyptus Seed, but have not been able to get all the varieties wanted. It appears the Seedmen don't always keep everything in stock what they advertise. A box seed to contain a Rhodod. arrived for you by Express from the General Catalog Co. The rainy season is about to set in and we are having now the first rain since you left.

Very respectfully

Edward Stumpner



Agent for Leading Fire Insurance Companies.

Fort Myers, Florida, July 8th 1904.

Mr. Tho. A. Edison

Orange, Fla.

Dear Mr. Edison:

I have started the putting as per your instruction in your letter of May 28 and have now clammering for the money for work done. I have not the cash of my own to advance. I asked my Kirk man and the bank to keep me out but both refuse. I can send my check or one I must stop the work have no funds to carry it on with and hands must have their money. Every Saturday night. I have given this your prompt attention and of course

Truly Yours  
W. C. Battery

Johnny

Telegraph Battery \$100.





*Johnny*  
 I want to buy the  
 Property, look over the deed  
 at it form OR write the  
 lawyer named +  
 then OKing it  
 for 1500 he own  
 and give

Dear Mr. Edison

I Enclose a deed for your inspection  
 if it meets with your approval please  
 forward to. Mr L. C. Straight of  
 817 Madison St. Chicago Ill.  
 who is Mrs. J. W. & J. Peck, Attorney  
 And Attends to their affairs during their absence  
 he will attend to it promptly. I think they can  
 arrange to convey all their Holdings to me  
 L. C. Straight so that he can make deed  
 promptly. You note I left off the heading to  
 be filled in.

I have heard nothing from you relative to  
 deposit with their man to look by pass of  
 anything. We are attempting to get much more  
 too much water I will work hands by the  
 day on the part of you lot until you decide what  
 to do about Contracting it. I have sent down all to  
 Contract it but they do not talk satis factorily  
 about it. Want too much. Messrs Peck have  
 instructed me to apply the \$1500 as you say  
 for the lot of land towards clearing up street and



Agent for Leading Fire Insurance Companies.

# 4

Fort Myers, Florida, \_\_\_\_\_ 1904.

avenues around your Garden. And I am  
Endeavoring to get other donations to help  
Open up that part of the Town of Fort Myers.  
Will make a change out there by the time you  
Come again. I should think a deposit of \$300.00  
with that man would be sufficient to cover  
Purchase of Land and Clearing, Plowing and  
getting land in Cultivation. Let much be-  
come another year. Later I will report how  
things are. \$30.00 per acre is the lowest  
price bid and by a change I do not  
know.

Truly Yours  
W.C. Battey

*Fort Myers*  
817 Monadnock Block,  
Chicago.

*Answered  
Aug. 17-04*

August 9 1904.

Thomas A. Edison Esq.,  
Orange, New Jersey,

Dear Sir:-

I write to inform you that the deed forwarded by you, conveying property at Fort Myers, for execution in yours of July 8th, has been duly executed and is now ready for delivery. If you will inform me where to forward it, I will be pleased to do so and you may remit the purchase money, namely, \$150., at your convenience.

The delay in execution of said instrument has been because I have been waiting for a correct description of the property at the request of Mr. Battey and it is only within the last day or two that I have received word regarding the correct description which is now embodied in the deed.

Very truly yours,

*L. C. Straight*

1904, Glenmont (D-04-21)

This folder contains correspondence and other documents relating to the furnishing and maintenance of Glenmont, Edison's home in Llewellyn Park. The items for 1904 pertain to telephone service and to the upkeep of Llewellyn Park.

All of the documents have been selected.

DUPLICATE CONTRACT FOR  
**TELEPHONE SERVICE.**  
(DIRECT LINE—FLAT RATE.)

DUPLICATE  
To be RETAINED by the  
SUBSCRIBER  
AFTER ACCEPTANCE.

**CONDITIONS.**

I. The telephones furnished hereunder are the property of The American Bell Telephone Company, are contracted and used under its patents and are leased and licensed by authority of said Company only for the uses herein specifically allowed, and any use otherwise or without the payments herein provided to be made is and will be an injury to and invasion of the rights of The American Bell Telephone Company and of The New York and New Jersey Telephone Company, entitling them or either of them to an injunction and other legal redress in a suit or other proceeding to be instituted and prosecuted in the name of either of said Companies, or in their names jointly, and entitling each and both of said Companies to any and all other lawful remedies, fines, and collecting all sums due or to become due, or part of the work of collecting, transmitting or delivering any message in respect of which any toll or consideration has been or is to be paid to any party other than the Company (except where special arrangements have been made by the Subscriber with the Company or with any party previously designated by the Company), nor for transmitting or receiving market quotations of news for sale, publication or distribution, nor for performing any service in competition with service which the Company may undertake to perform. The Subscriber is to pay \$5.00 for each telephone destroyed otherwise than by unavoidable accident, and \$10.00 per month in case of unauthorized removal or detention, until its destruction or its loss, without his fault, is satisfactorily proved; but the payment shall not confer any title to the instrument or right to use it.

II. In view of the liability to errors in transmitting and messages by telephone and the impossibility of faulting the cause thereof, the Subscriber assumes all the risk of errors from misconnections or mistakes upon and by any telephone line, and the officers and servants thereof, in transmitting, receiving or delivering messages; and in respect of any messages which may be sent or received by or for him over any other telephone or telegraph line, no line shall be responsible for losses occurring on any other line, nor on its own line, except as specified in its usual contracts, nor for any damages unless the claim therefor be presented in writing within thirty days after sending the message, and the Subscriber makes the Company, and every other line over which said messages may pass, his agent to receive the same, to forward it towards its destination at the rate for unexpected messages, and for that purpose to bind him by the contracts on the usual lines and make the message subject to the usual limitations, rules and regulations, to which he hereby agrees. He will reimburse the Company for all tolls if any pay on such messages.

To expirate on Jan 1 1910.

Contract of Thomas A Edison

Connected 190

1910

Form 2505. 12-21-2000.

This Contract cannot be varied except by the General Manager of the Company, in writing.

DUPLICATE

## CONTRACT FOR TELEPHONE SERVICE.

(Direct Line-Flat Rate)

The Subscriber requests The New York and New Jersey Telephone Company (herein styled the "Company") to establish at Glennville Park

West Orange, N.J.

a telephone station, maintain the same and the wires connecting it with the Company's Exchange, and furnish service to the Subscriber, his agents and representatives only, for one year from the first day of the month following the connection of the station, and thereafter until this contract is terminated as herein provided; and agrees to pay for such maintenance, etc., and for local messages sent in said year seventy-six dollars (\$ 76.50), payable monthly in advance; for the fraction (if any) of the month in which the station is connected, proportionately at said rate; and for foreign messages such tolls as are now or may be established, payable monthly.

A "local message" is a personal communication, five minutes or less in duration, from said station to another station connected with the Company's Exchange comprising the ORANGE, EAST ORANGE, SOUTH ORANGE.

Central Office, except Class B Pay Stations. A "foreign message" is a personal communication of such duration as is now or may be established, from said station to a station connected with any other exchange. All words herein referring to the Subscriber shall be taken to be of such number and gender as the case may require.

If the service is interrupted otherwise than by the negligence or other interference of the Subscriber a pro rata rebate shall be made to the Company. Upon the request and at the expense of the Subscriber the Company will move the station from place to place to any accessible point in the limits of said exchange, when such change involves no change in the terms hereof. The instruments and lines used in connection with them. For the purpose of repairing or removing the instruments or lines the Company and its servants may have access thereto at any reasonable hour.

Either party may terminate this contract at the expiration of the first year by not less than ten days' previous notice in writing to the other party, and when so terminated the Company shall be entitled to payment pro rata to date of termination only. Upon non-payment of any sum due, the abandonment of the station, any violation hereof, or inability to maintain the service, the Company may, without notice, terminate the Subscriber's rights hereunder, sever the connection, and remove the instruments.

The conditions on the back hereof are made a part of this contract.

Witness

(Subst)

Thomas A. Edson

Accepted APR -4 1904

by The New York and New Jersey Telephone Company.

By W. W. T. Burnett

Contract Agent.

[ATTACHMENT]

DUPLICATE CONTRACT FOR  
TELEPHONE SERVICE.  
(DIRECT LINE—FLAT RATE.)

DUPLICATE  
To be RETAINED by the  
SUBSCRIBER  
AFTER ACCEPTANCE.

*Thos. A. Edison*

To supersede *Sept 12* 1904  
Contract of *same*  
Connected *1904*

CONDITIONS.

I. The telephones furnished hereunder are the property of The American Bell Telephone Company, are constructed and used under its patents and are leased and licensed by authority of said Company only for the use herein specifically allowed, and any use otherwise or without the payments herein provided to be made is and will be an injury to and invasion of the rights of The American Bell Telephone Company and of the New York & New Jersey Telephone Company, entitling them or either of them to an injunction and other legal redress in a suit or other proceeding to be instituted and prosecuted in the name of either of said Companies, or in their names jointly, and entitling each and both of said Companies in any and all other lawful remedies, whether by retaining possession of the instruments and lines, and collecting all sums due or to become due, or otherwise. They are not to be used for performing any part of the work of collecting, transmitting or delivering any message in respect of which any toll or consideration has been or is to be paid to any party other than the Company (except where special arrangements have been made by the Subscriber with the Company or with any party previously designated by the Company), nor for transmitting or receiving market quotations or news for sale, publication or distribution, nor for performing any service in competition with service which the Company may undertake to perform. The Subscriber is to pay \$5.00 for each telephone destroyed otherwise than by unavoidable accident, and \$10.00 per month in case of unauthorized removal or detention, until its destruction or its loss, without his fault, is satisfactorily proved; but the payment shall not confer any title to the instrument or right to use it.

II. In view of the liability to errors in transmitting oral messages by telephone and the impossibility of fairly fixing the cause thereof, the Subscriber assumes all the risk of errors from misconnections or mistakes upon and by any telephone line, and the officers and servants thereof, in transmitting, receiving or delivering messages; and in respect of any messages which may be sent or received by or for him over any other telephone or telegraph line, no line shall be responsible for defaults occurring on any other line, nor on its own lines, except as specified in its usual contracts, nor for any damages unless the claim therefor be presented in writing within thirty days after sending the message, and the Subscriber makes the Company, and every other line over which said messages may pass, his agent to receive the same, to forward it towards its destination at the rate for unretarded messages and for that purpose to bind him by the contracts on the usual blanks and make the message subject to the usual limitations, rules and regulations, to which he hereby agrees. He will reimburse the Company for all tolls it may pay on such messages.

3479

[ATTACHMENT]

Form 3008, 6-22-1900.

This Contract cannot be varied except by the General Manager of the Company, in writing.

DUPLICATE

CONTRACT FOR TELEPHONE SERVICE.

(Direct Line—Flat Rate.)

The Subscriber requests The New York and New Jersey Telephone Company (herein styled the "Company") to establish at Clayton, Pa.

a telephone station, maintain the same and the wires connecting it with the Company's Exchange, and furnish service to the Subscriber, his agents and representatives only, for one year from the first day of the month following the connection of the station, and thereafter until this contract is terminated as herein provided; and agrees to pay for such maintenance, etc., and for local messages sent in said year Twenty - Four dollars (\$24.00), payable monthly in advance; for the fraction (if any) of the month in which the station is connected, proportionately at said rate; and for foreign messages such tolls as are now or may be established, payable monthly.

A "local message" is a personal communication, five minutes or less in duration, from said station to another station connected with the Company's Exchange comprising the ORANGE AND SOUTH ORANGE.

Central Office, except Class B Pay Stations. A "foreign message" is a personal communication, of such duration as to now or may be established, from said station to a station connected with any other exchange. All words herein referring to the Subscriber shall be taken to be of such number and gender as the case may require.

If the service is interrupted otherwise than by the negligence or willful interference of the Subscriber a pro rata rebate shall be made for the time such interruption continues after reasonable notice in writing to the Company, but no other liability shall, in any case, attach to the Company. Upon the request and at the expense of the Subscriber the Company will move the station from place to place to any accessible point in the limits of said exchange, when such removal involves no change in the terms hereof. The instruments and lines shall be carefully used and only as herein stated, and no instrument or appliance not furnished by the Company shall be attached to or used in connection with them. For the purpose of inspecting, repairing or removing the instruments or lines the Company and its servants may have access thereto at any reasonable hour.

Either party may terminate this contract at or after the expiration of the first year by not less than ten days' previous notice in writing to the other party, and when so terminated the Company shall be entitled to payment pro rata to date of termination only. Upon non-payment of any sum due, the abandonment of the station, any violation hereof, or inability to maintain the service, the Company may, without notice, terminate the Subscriber's rights hereunder, sever the connection, and remove the instrument.

The conditions on the back hereof are made a part of this contract.

Witness

(Subs'g)

Accepted OCT -3 1904

by The New York and New Jersey Telephone Company.

By

Contract Agent.



[ATTACHMENT]

Form 891, 5-15-1906.

THIS DUPLICATE to be retained by the Subscriber after acceptance.  
SUPPLEMENTAL CONTRACT.  
(Extension Service.)

The Subscriber requests The New York and New Jersey Telephone Company, subject to his D.E.R. contract with said Company, dated Oct. 3, 1904, Call No. 257-Orange, to establish and maintain one extension station and connecting line located as follows: In room about 40ft. from main station at Llewellyn Park, West Orange N.J., equip. with N.D.S. connect under plan 1-a

one pt. cut out and connect the same with one switch at the ex. telephone station named in said contract, and agrees to pay for maintenance, etc., in addition to the amount named in said contract twelve Dollars per annum payable monthly in advance.  
(Sub's) John A. Chason

Accepted MAY 5 1906 by The New York and New Jersey Telephone Company.

By Watson  
Contract Agent.

RESIDENCE SERVICE

TAK  
home

[ATTACHMENT]

Form 102, 1-4-36-10,000

THIS DUPLICATE to be retained by the Subscriber after acceptance.

SUPPLEMENTAL CONTRACT.  
(Extension Station.)

The Subscriber requests The New York and New Jersey Telephone Company, subject to his D.F.R. contract with said Company, dated 190, Call No. 227-Orange- to establish and maintain ONE extension station and connecting line located as follows:

In sitting room about 30 ft. from main station located at Llewellyn Park, West Orange, N. J., equip with nickel desk set, under Special Plan.

and connect the same with a switch at the main telephone station named in said contract, and agrees to pay for maintenance, etc., in addition to the amount named in said contract, twelve Dollars per annum payable monthly in advance.

(Subscriber's)

(Sub's)

Accepted by The New York and New Jersey Telephone Company.

By

Contract Agent.

Form 102, 1-4-36-10,000

ORIGINAL.  
SUPPLEMENTAL CONTRACT.  
(Extension Station.)

The Subscriber requests The New York and New Jersey Telephone Company, subject to his D.F.R. contract with said Company, dated 190, Call No. 227-Orange- to establish and maintain ONE extension station and connecting line located as follows:

In sitting room about 30 ft. from main station located at Llewellyn Park, West Orange, N. J., equip with nickel desk set, under Special Plan.

and connect the same with a switch at the main telephone station named in said contract, and agrees to pay for maintenance, etc., in addition to the amount named in said contract, twelve Dollars per annum payable monthly in advance.

(Subscriber's)

(Sub's)

Accepted by The New York and New Jersey Telephone Company.

By

Contract Agent.

After 5 days, return to  
JENKINS BROS.  
111 John Street,  
NEW YORK, N. Y.

*TAE-home*



Mr. Thomas A. Edison,  
Llewellyn Park,  
West Orange,

N.J.

Personal.

71 JOHN STREET,  
NEW YORK.

January 20, 1904.

*Answered Jan 26/04*  
My dear Mr. Edison:-

Knowing that you will be interested in the progress we have made in regard to forming a land company for the welfare and improvement of Llewellyn Park, I will write stating that we had a meeting at the residence of Mr. Franks, and we had a very satisfactory and enthusiastic meeting. It included nearly every owner in the Park. It seems to be the consensus of opinion that a company incorporated for the purchase of land for the protection of the Park would be a most excellent one. Before incorporating, we decided to raise by subscription \$15,000. We did so as we wanted a substantial basis to start on. Messrs. Barr, R.D. Douglass, Benj. Douglass, Nichols, Franks, Colgate, Merck, Richards, Heald, Smith, and the writer have subscribed. We have \$11,000 now subscribed. The par value of the shares are \$100 each; and we should be very glad to receive your subscription for whatever amount you may wish to subscribe. Nearly every one have subscribed for 10 shares of \$100 each. We decided to call our company the Llewellyn Park Improvement Co., to be managed by a board of 7 or 9 directors, no salaries whatever to be paid to any officers; and, as we have several lawyers who are interested, they have agreed to give their services free. We want every owner of property in the Park to be represented, whether for one share or one hundred. If any further information is wanted, the writer would be pleased to furnish it.

*Randolph*  
Sincerely yours,

Mr. Thos. A. Edison.

*Say all right I will take ten shares*

*AB Johnson*  
*769*

Certificates of stock, covering your subscription, will be forwarded to you by the Secretary as soon as issued.

Very truly yours,

*R. A. Parks*  
Treasurer,

Mr. Thomas A. Edison,  
Llewellyn Park,

Orange, N. J.

TAF - time

*Johnny*

*Send check  
TAF*

Bonsire, Llewellyn Park, N. J.  
October 13th, 1904.

Dear Sir:

At a meeting of the directors of the Llewellyn Park Improvement Company, held October 10th, 1904, at the residence of Mr. Robert Dunn Douglass, it was decided to ask the subscribers to the capital stock of said Company to pay their subscriptions in full.

Will you please therefore send check for \$1000.00 to the undersigned in payment of your subscription?

*(S)*

TAE - Howe

HOWE & DAVIS  
COUNSELLORS AT LAW  
ORANGE, N.J.  
WILLIAM REAB HOWE  
THOMAS A. DAVIS

NATIONAL BANK BUILDING  
CABLE ADDRESS, HOWELAKE  
TELEPHONE 332 ORANGE

Dec. 28th, 1904.

Mr. Thomas A. Edison,  
Llewellyn Park, West Orange, N. J.  
Dear Mr. Edison:--

We should be glad to have you present at the meeting of the Proprietors of Llewellyn Park on Monday Jan 9th, but if you do not come would you kindly send in the enclosed proxy in order that the acres owned by you may be represented in the vote. There is no change proposed in the management, that I know of, but it is necessary under the law to have the majority of acres represented.

Very truly yours,

*Wm E. Lee Howe*

*Mailed Jan 9 - 1905*

#### **1904. Mining - Dry Placer Process (D-04-23)**

This folder contains correspondence and other documents regarding Edison's dry placer process for the separation of gold ore. Included are letters of inquiry from mine owners, reports by mining engineer Cloyd Chapman, and letters concerning Chapman's connections to mining interests in South Africa and the Klondike.

Approximately 5 percent of the documents have been selected. The items not selected consist primarily of unsolicited inquiries.

Sydney, N.S.W. Jan. 5, 1904.

Thomas A. Edison,  
Orange, N.J., U.S.A.

My Dear Sir:-

The reason I have forwarded no reports to you of the work here is the utter lack of anything worth reporting. I will now however outline the work done and that which it is proposed to do but I have no very firm confidence in the successful outcome of it. Yet now that I am here I am very unwilling to give up or to withdraw from the field until every stone is turned.

The much cracked up deposit at Tenterfield called "Poverty Point" was evidently well named. Examination and assays showed an enormous deposit of very uneven value but averaging not more than 25¢ to 30¢ in free gold without fine crushing. That is, to say, by washing the loose, soft, decomposed granite about that value in gold could be saved, but a large percentage of it was very fine, too fine for the dry process. By crushing fine a considerable more gold could be washed out, and by fire assay it showed a value of 75¢ to 80¢.

The deposit contains a great quantity of enormous granite boulders which are not decomposed and which are practically barren. contain only a few cents in gold per ton.

The fineness of the gold together with the low value of the deposit soon proved it not adapted to this process and Mr. Salmond at once set about looking for a more suitable deposit.

It was on Oct. 10th that the assays at Tenterfield were finished and since that time some dozen or more alluvial deposits have been investigated to find one that would warrant the erection of a plant. These deposits are scattered all over the country and it has taken much time to investigate them. However, Mr. Salmond has now secured a very large property in the southern part of this state near Coulburn that looks more promising than anything heretofore seen. This has just been acquired. The papers were signed on the 2nd inst. and I



T.A.E. 1/5/04. #2.

expect within a few days to proceed with the necessary tests to prove its value and character of the gold.

I very much regret the great loss of time and but for my unwillingness to give up if there was a possibility of establishing a plant in Australia would have returned before now. At any rate I believe the outlook will change very soon either for the better or worse.

If the Goulburn property proves favorable it will supply a big plant and the geographical conditions are good. Good dump, water power not many miles away. Forests of timber, &c.

There are several parties here interested in the process and if any of them should come to terms I propose to make an agreement with the them, subject of course, to your approval. But if this Goulburn property turns out all right I should finish as soon as possible and return. not attempting to do any further business until one plant is in operation.

Respectfully yours.

*Cloyd M. Chapman.*

CLOYD M. CHAPMAN,  
ORANGE,  
N. J.

Thomas A. Edison.  
Orange, N. J.

My Dear Sir:-

The work here has nearly come to a finish and except for one more chance in West Australia, which I expect to go and look at, no deposit has been found that is worth anything.

The English Syndicate which Mr. Salmond represents may be all right but they are not up to much "snuff." The whole affair here has been most poorly managed throughout. They have stopped sending Salmond money to go ahead with so I have looked up other parties and partly closed a deal in the west with another party to go and look at their property - not to test it - to see if it is adapted to the process and of sufficient size and value. I believe these people are responsible - one is an American who made his money out here - and from all I can learn the others are all right. I hope to sail from here next Saturday for Freemantle on the West coast, see their property, which is in the Coolgardie District, and catch the next boat for home by the way of Suez. I expect one of these men to come with me if the deal comes off and their property is good enough.

Salmond's Syndicate owes me considerable money. That is one reason for returning by way of London, to collect the orders I have on them. You know the only agreement made was between you and them. Will you please have a copy sent to me in London of that agreement and also a letter stating that I am your representative and may act for you in the matter. I do not expect to have any trouble as other orders on them have been paid promptly, but I must also collect from them the cost of returning the machinery and to do that I may need a power of attorney or some authority from you to collect it.

I also expect to meet some men in London who have interests in Rhodesia, South Africa, and I think at that if I had another letter from you stating that I have power to act in the matter of making agreements for the use of the process I could get some business started that could be taken up later. I know that if I had had such a letter out here I could have done business but having no such authority I could only stick to the one party and they failed to get the right properties. Had I had the power to negotiate with other parties there were men here who would have been willing to search the whole of Australasia for proper ground. The mining men here were very enthusiastic over the process and your name was all the guarantee they wanted of successful

Sydney, N.S.W. Jan. 30, 1904  
to him as requested  
Mallory  
and copy of Contract  
nothing else

10-0-0  
see  
copy

CLOYD M. CHAPMAN,  
ORANGE,  
N. J.

operation of the process.

This West Australian proposition I have taken up on my own responsibility, making no contract and guaranteeing them nothing but that if their property was good I would put the matter before you.

But in London, if you see fit to give me the authority to do so, I believe I can get the men interested in Rhodesia to prospect their districts for suitable properties and if any are found they could be looked after later.

I have had several reports from Rhodesia from mining men - one was a Melbourne man - and according to their story it is lack of water that makes the alluvial fields of that country practically worthless at present.

The plant I am placing in the hands of responsible shipping agents recommended by the U.S. Consul, Orlando Baker, so that it may be shipped at once to any destination upon telegraphic order.

Please send the copy of the contract to London so that it will be there upon my arrival, addressed Poste Resante. Strand.

Respectfully yours.

CHC

*Cloyd M. Chapman.*

CLOYD M. CHAPMAN,  
ORANGE,  
N. J.

Sydney, N.S.W. Jan. 30, 1904.

Mr. John Randolph.  
Orange, N.J.  
My Dear Sir:-

I inclose receipt for the draft on London from the E.S.E.Co. which you sent me. Will you please send the duplicate draft to Mr. Jones, U.S. Vice Consul, Sydney, as he cashed the original for me.

I am writing Mr. Edison asking for a copy of the agreement between himself and this English Syndicate. I am returning by way of London and will need it there to collect the money due Mr. Edison on the machinery brought out here. Am also asking for a letter giving me power to act for him in the matter. May I ask you to see that he does not overlook the matter or delay in sending the papers as it is quite important if I am to collect this money.

My London address will be POSTE RESANTE, STRAND.

Give my best to all the boys. Here are some more stamps for Johnie.

Very truly yours.

Cloyd M. Chapman.

*Mr Edison  
Told Ben Bailey  
what to do*

gold

Perth.W.A.Feb.19. 1904.

Thomas A. Edison.

Orange.N.J.U.S.A.

My Dear Sir:-

As indicated in my last report dated Sydney,Jan.30th. I sailed from there on the 6th inst. for Fremantle. Mr.Salmond had preceeded me a few days to see if he could get matters arranged here before my arrival so that in case the parties here did not mean business I could proceed direct to London without stopping.

On my arrival here on the 18th inst. I found that he had interested Hon.A.E.Morgans, the greatest mining man in the colony, in the process and its use upon a large deposit in the north west part of W.A. on the Pilbarra Gold Fields. I met Mr.Morgans and he described his property and showed me the gold and the conglomerate in which it is found. He proposed that I remain over for a week to give him time to cable to London to the directors advising an examination with a view to ascertaining the ascertainability of the dry process to their deposit.

Yesterday a reply came from London authorising Mr.Morgans to send me to the property to make an examination and report. I expect to sail from Fremantle on the 24th inst. for Port Hedland. From that port it is about 180 miles overland to the deposit which is at Mullacine, in the Mullacine Subdistrict of the Pilbarra Gold District of Western Aust.

Mr.Morgans' description of the property to me is as follows:- It is owned by The British Exploration Co. of Australasia, of London. Mr.P.Lyttleton-Cell is Chairman of the Directors. He is also a director of the Charter Co. of South Africa. Mr. Morgans is Managing Director here and is the largest share holder in this property.

The Company holds five adjoining leases of which four are of 24 acres each and one of 320 acres. This 320-acre lease is exempt from all labor conditions &c. In fact is what we call patented land or a grant.

The deposit has been worked by "Fossilizers" and men with dry blowers for many years, in fact it is one of the oldest fields in the state. But the first work of any size was done in 1868 when a ten stamp battery was erected and considerable prospecting done. When it passed into the hands of the present owners they erected a new ten stamp battery for the purpose of testing the value of the deposit in bulk.

Several thousands of tons of the conglomerates taken from several different parts of the deposit have been milled and showed values up to 14 dwts. per ton and averaging about 8 dwts. *2000 tons crushed for 84 dwts with 24 dwt in tailings.*

The deposit seems to be an old river or lake bed upon which the gold bearing gravel was deposited in layers of varying thickness and separated by varying thicknesses of barren material. The whole is covered by a barren cover of varying thickness.

The depth of the deposit is as much as 250 ft. in places. The country is hilly and rolling and the outcrops of the strata are traced along both sides of the hills.

The gold bearing strata carry an average of about 8 dwts. of gold and the average thickness of these strata is about one third the total thickness or depth of the deposit. This would bring the total average value to two dwts. per ton. There are eleven gold bearing layers. The gold bearing portion is a cemented conglomerate of varying hardness and composition. The gold itself is "heavy" and there is but a small proportion of fine gold. A sample of the gold is inclosed herewith. Its value is about 619.40 per ounce at the mint.

The Government is about to build a railway from the coast into the district. Surveys are now being made and the survey parties are reporting data as they proceed for the purpose of facilitating the making up of estimates and the letting of contracts.

As mentioned above there have been dry blowers at work on these claims for many years - they are still at work.

Inclosed herewith is a map, marked No. 1, of Western Australia showing the position of the Pilbarra Gold Fields and the route to the mines at Nullagine from Fremantle by way of Port Hedland and Marble Bar.

Inclosed is also a tracing, marked Map No. 2, showing in yellow the five claims held by this company, their position and areas.

Six photos are also inclosed.

No. 1 being a general view of a portion of the property showing the lay of the country, the battery, the outcrop of one of the gold bearing strata and some of the workings. This battery was not erected to work the deposit at a profit but merely to test its value in bulk samples.

Photos Nos. 2, 3 & 4 show the character of the faces of the gold bearing layers along the valleys indicated by the arrows on photo No. 1.

Photo No. 5 was taken over the hill at the point indicated by the arrow on photo No. 1.

T.A.E. Feb. 18, 04.

-4-

Photo No. 8 is a view of the tramway cut running up the valley, along the sides of which photos Nos. 2, 3 & 4 were taken.

Mr. Morgans is sending a Mr. Hennemann to the mine with me. He is thoroughly familiar with the deposit and the country.

Mr. Morgans is also writing Mr. Dick in regard to the handling of the Storage Battery in this colony.

Respectfully submitted,

Cloyd M. Chapman.

Incl. 2 Maps,  
6 Photos.  
1 Sample Gold.

No gold enclosed  
Envelope in bad shape  
J.F. Ramsey

Thomas A. Edison,  
Orange, N.J.

*File*  
Adelaide, S.A. Apr. 1 1904.

Dear Sir:-

As outlined in last report of Feb 20 I sailed from Fremantle on Feb 24 and arrived at the mine at Nullagine on March 9, in company with Mr Hammermann, Asst. Manager for the Co. in the Nullagine District.

The object of the examination was to determine the adaptability of the dry process to the treatment of the deposit and not to ascertain its value as that would be a work requiring considerable time.

The principal point to be determined therefore was the size, form, and condition of the gold when freed from the rock by crushing.

Thirty eight samples were taken at various places over the deposit. These are all located upon a map which I am taking to London with me to assist in my report to the Directors. These samples weighed about 5 lbs each on an average, and were obtained by quartering down a large sample taken vertically down the faces sampled. They were each crushed to 16 mesh by hand in a mortar and carefully washed. The gold washed from each sample was in most cases saved and this I am also taking to London with me.

To ascertain whether crushing to 16 mesh had liberated all of the gold I recrushed some of the coarse material, which had first been washed, down to 30 mesh and rewashed it. This treatment gave but a few fine colors and indicated that crushing to 16 or at most to 20 mesh would be sufficiently fine to liberate nearly all of the gold. In fact a very



large proportion of the gold will not pass a 30 mesh screen.<sup>EN</sup>

The results indicated by these samples are:-

- 1st That the gold is largely coarse - much coarser than the sample enclosed with my last report.
- 2nd That what fine gold there is is "heavy" - that is, not scaly or float gold.
- 3rd That the gold is mostly clean, though a small proportion is "rusty" - coated with iron.
- 4th That the material will not have to be crushed finer than 20 mesh to liberate the gold.
- 5th That while there is some black sand in the concentrates it is not sufficiently magnetic to be lifted ~~to~~ by a horseshoe magnet.
- 6th That the so called barren strata and overburden mentioned in last report also contain gold and in considerable quantities in places.

I took ten samples from what was called barren ground and every one showed gold, while one was exceeding rich.

All samples were taken from old workings and no new openings were made as the time would not permit.

The alluvial wash on the hillsides and in the gullies has been worked over and over again and some very high returns are said to have been got when the field was first opened up. The dry blowers still make a living working over the alluvial and that is saying a good deal when the high cost of living in the district is taken into account. The native blacks go out and pick up the specks on the surface.

When the conglomerate was first opened up the rock had to be carted 75 miles to Marble Bar for treatment and nothing less than two ounce sterling stone could pay expenses yet much ore was treated by this means and some of it is said to have yielded 40 - 50 and even as high as 80 oz per load.

I am having shipped to the Laboratory a lot of the samples of the conglomerate and of the various rocks going to make it up. These will arrive by freight and are numbered 38 to 54 inclusive. They represent fairly the greater portion of the deposit.

As to the general hardness of the deposit I should say that while a portion of it may be worked by steam shovel by far the greater portion will have to be first loosened by blasting.

As to the hardness of the various rocks forming the mixture - the greater portion is soft and porous, easily crushed, this contains the gold while the harder portion is mostly quartzite and brittle. I saw no hornblende or flint or other exceedingly tough rock. There is a considerable puddingstone or older conglomerate. This is usually in the form of boulders which break out loose from the other material. There are a great many of these boulders thro'out the conglomerate but none of any great size - some up to four or five hundredweight.

As the samples taken in the overburden and so called barren or intermediate layers showed considerable gold and as it is quite important to know at once the quantity I have recommended the digging of a trench over Grant's Hill and the taking of samples at regular intervals. As the strata lie nearly horizontal such a trench would tap all the

strata at their outcrop on both sides of the hill.

The water supply at the mine is said to be at present 34,000 gals per day, coming from two wells, one a shaft at the mine yielding 10,000 gals and the other a well in the bed of the river  $1\frac{1}{2}$  miles away yielding 24,000 gals. This well is said to have been pumped at ~~the~~ this rate for two months during the dry season last year - Sept and Oct. - The rainfall here is usually about 12" but last year it was only 9" and fell mostly during the last week in April. They rarely have rains more than twice a year and most of their rain usually falls in one storm about March or April. A few light thunder showers may fall during the year at any time.

As for fuel - there is none. They will have to use coal or oil brought in by the railway and it will be expensive but how expensive they cannot tell yet.

This is the one great drawback - the distance of the mine from supplies That will make the cost of fuel and labor high - and the cost of all supplies. But this is a wonderful deposit and I believe it is rich enough to bear the expense and be worked at a big profit.

Respectfully yours,

*Lloyd M. Chapman*

GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

D  
1904 Ore Milling  
- Ortiz  
Mine

NEW YORK OFFICE, 44 BROAD ST.

May 3<sup>rd</sup> 1904.

Mr. J. A. Edison.  
Orange, N. J.

My dear Mr. Edison,  
Ever this  
Week, asked me  
if I would find  
out from you  
when I saw you  
if the percentage  
of gold found in  
the Ortiz proposition  
was so large as

GENERAL ELECTRIC COMPANY

(2) PRINCIPAL OFFICE  
BOHENEOTADY, N. Y.

NEW YORK OFFICE, 44 BROAD ST.

had been stated  
to you when you  
took the matter  
up. While he did  
not say so, I in-  
quire that he has  
been asked to  
invest in some  
scheme in connec-  
tion with the prop-  
osition, and would  
like to know if  
there is any thing  
in it. He was in

GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

(3) Ontig. Grant gravel averages  
Very poor, it was represented as  
NEW YORK OFFICE, 44 BROAD ST.  
averaging 40 cents per cubic yard  
New Mex. and fair  
actual tests prove  
the men that five cents would be  
an outside estimate  
your process

If you  
have no objection,  
and will let me  
know about this  
I know how much  
will be obliged  
to you.

Yours truly  
Chas. T. Hughes.



TELEPHONE No. 4882 GERRARD.  
TELEGRAMS: "CECILIA, LONDON."

HOTEL CECIL,  
LONDON, W.O.

June 1st 1904.

Thomas A. Edison, Esq.,  
Orange,  
New Jersey.

My dear Sir,

I arrived in London on Monday morning, and am trying to arrange with the British Exploration Co., of Australasia, to send a representative to Orange with me to arrange terms for the use of the Process upon their property which I went to see at Nullagine in West Australia. They are very much interested in the matter and I believe will take it up.

There is a Mr. M. Whitty here with whom we have been corresponding for a long time, who wants to make an effort to introduce the Process on the Diamond Fields of South Africa. He has spent several years there and has had some experience with dry processes in that country. He is going to South Africa soon - or will go if this proposal is accepted - and wants a chance to try to work up some business. That is, he wants some protection that will enable him to interest people in the enterprise. What I have proposed to him is that you might give him a two years' option on the use of the Process on Diamonds in S. Africa, giving no guarantee of the ability of the Process to save diamonds, and leaving open for future consideration the question of terms. Simply agreeing with him that for two years you will not give to anyone else the right to use the Process upon



TELEPHONE NO. 4885 GERRARD.  
TELEGRAMS: "CECILIA, LONDON."

2.

HOTEL CECIL,  
LONDON, W.C.

the Diamond Fields of S. Africa. The reason I urge the making of this agreement between you and him is because he will then make a strong effort to bring about a trial of the Process, and unless he has some protection would of course do nothing in the matter. On your part you would be binding yourself upon only one point - not to negotiate with anyone else for the space of two years for the use of the Process for that particular purpose in that country. I do not think such a concession would be detrimental in any way and might lead to business being done. The question of terms for the use of the Process, should he be successful in his efforts, to bring forward a proposition, would be left for consideration when the proposition is presented.

The agreement which I should suggest would be something like this:

"This agreement made this      day of June 1904 by and between Thomas A. Edison, of West Orange, New Jersey, U.S.A., of the first part, and Michael Whitty, of Johannesburg, S. Africa, of the second part. Witnesseth: Whereas, the said Edison is the inventor of a certain Process and Apparatus for the separation of Particles of different specific gravities, and which requires no water for the operation of the said process, and owns and controls patents upon the said process in certain countries; and Whereas, the said Whitty having had some years experience with dry processes and being familiar with the Diamond Fields of S. Africa, believes that the said Process may be adapted to the concentration of diamondiferous formations, and is desirous of securing the co-operation of certain men with a view to introducing the use of the process upon the Diamond Fields of S. Africa.

It is hereby agreed between the parties as follows:

1. That said Edison agrees to refrain from making any agreements with, or granting to, any party other than the said Whitty or those whom he may represent, any rights for the use of the said process and all improvements thereon for the space of two years from the date of this agreement.





TELEGRAM NO. 4892 GERRARD.  
TELEPHONE: "CECELIA, LONDON."

3.

HOTEL CECIL,  
LONDON, W.C.

2. That the said Whitty agrees to use his best endeavours to bring about the use of the said Process upon the said Diamond Fields, and to secure the co-operation of parties interested therein.

3. It is further agreed that any proposition or business transaction which may result from the making of this agreement shall be subject to and dependent upon such terms and conditions as shall be hereafter determined upon when such proposition or business transaction shall be presented for consideration."

If this meets with your approval, please cable me "Chapman Cecelia London" at once, and send two signed copies of the agreement as you choose to draw it up to Mr. Dick, who will get Mr. Whitty's signatures to them and return one copy to you. I hope by that time to be on my way to Orange, that is why I ask that they be sent to Mr. Dick. If I do not receive a cable within a day or two after this reaches you, I shall conclude that you do not wish to make such an agreement.

The Australian matter has progressed favourably to-day, and I hope it will be a big thing.

Very truly yours,

*Cloyd M. Chapman*

Answered  
Dec. 31-1904

T. A. DARBY  
STOCKS, BONDS,  
SOUTHERN SECURITIES.  
42 BROADWAY  
NEW YORK

TELEPHONE  
4888 BROAD

" CABLE "  
DAGLAVE

50 W. 12<sup>th</sup> St. N.Y. City.

Thomas A. Edison,  
Orange, N.J.

My Dear Sir:-

Dec. 19, 04.  
All right bring  
Mr. Robt over  
when he comes

I have received the inclosed  
letters from the N. A. T. & T. Co. regarding  
their Klondike deposits.

Will you please say whether you  
would like to see Mr. Robt when he  
comes East in January - If so I  
will bring him out.

Respy yours.

Cloyd M. Chapman.

[ENCLOSURE]

MICHAEL CUDAHY, President.

W. H. ISOM, Vice President.

R. B. SNOWDON, Secretary.



**NORTH AMERICAN TRANSPORTATION & TRADING CO.**

TRAFFIC & TRANSPORTATION DEPARTMENT.

THE ROOKERY,

ADDRESS ALL COMMUNICATIONS DIRECT TO THE COMPANY.

CHICAGO, December 15, 1904.

Mr. Cloyd M. Chapman,

% Thos. A. Edison,

Orange, N. J.

Dear Sir:-

Referring to yours of September 21 in reference to matter of Gold Separator: I am enclosing herewith letter from Mr. L. S. Robe, Superintendent of our mines, bearing date of November 4, which is self explanatory. For your information, will say that we expect Mr. Robe to go East sometime in January and if you desire, will have him call and see you.

Yours truly,

NORTH AMERICAN TRANSPORTATION & TRADING CO.

*W. H. Isom*  
Vice President.

[ENCLOSURE]

MICHAEL, CUDAHY, President.

W. H. ISOM, Vice President.

R. B. SHODDON, Secretary.



**NORTH AMERICAN TRANSPORTATION & TRADING CO.**

JOBBER & WHOLESALE DEALERS IN MERCHANDISE.

ADDRESS ALL COMMUNICATIONS DIRECT TO THE COMPANY.

DAWSON, YUKON TY., Nov. 4 1904.

W. H. Isom, Esq.

Vice Pres. N. A. T. & T. Co.

Chicago Ills.

Dear Sir:

Referring to your letter of the 10th. Sept. enclosing Mr. Chapman letter Relative to extracting gold by dry roll process. I have delayed answering until I could get out our reports covering cost of extracting each cubic yard of ground on the Company's Bonanza properties, during the past summer. I admit at once that if any method can be devised for working Klondyke gravels during the winter season at a cost even if a little above that of summer it would be very desirable. It is evident that the nearer we can come to using natural forces to help us handle our gravels, the more certain we are of securing the cheapest methods; While different localities may demand varying treatment, yet I think that the summer operating, using sun and water will always be the cheapest method. Mr. Chapman speaks of our encountering frost in summer work, this we frequently do, but this can be obviated, in, open cut work, by opening up enough ground ahead, so as to allow sun and water to thaw down. The Company's Bonanza mines this year cost to handle per cubic yard, including ground sluicing, scraping waste and shoveling into boxes, as follows, viz.

27-28-29, above, Bonanza Creek	-----	\$1.10 per cu. yd.
30	"	\$1.46
53-54 , below, "	"	\$1.59

Cost of operating 36 Claim over 27 -29 is explained by the fact of our

[ENCLOSURE]

" W.F.I. # 2

having had considerable old waste to scrape off, also pumping of seepage. On Claims 53-54, the bulk of the pay was found in the bed rock, which was slabby and heavy. As regard using powder in blasting frozen muck and gravels, it has not proven a thorough success, practical tests here showing less effective results than same amount of giant or black powder in solid rock without seams. The holes to retain the explosive are drilled with steam points, it having been found to be the cheapest method.

Under ordinary conditions, winter drifting, using steam, one cord of dry spruce wood will thaw 40 cubic yards of gravel, which at \$16.00 per cord (maximum figure) would mean an expense of 40 cents per cubic yard to thaw frozen gravels.

I submit these objections to the use of the dry roll process, as they appear from our point of view. If Mr. Chapman thinks that the process will handle the frozen gravels to not exceed \$2.00 a yard, with your approval, I would like to look into the matter further, as it would be a great thing for the bench diggings in this country having a limited water supply. Mr. Chapman's letter returned herewith. I remain,

Yours truly,

*L. A. Le.*  
Supt. Mines.

#### **1904. Motion Pictures (D-04-24)**

This folder contains correspondence and other documents relating to the production and commercial development of motion picture films. Included are items pertaining to film prices, copyrights, the activities of competitors, and the transatlantic marketing of motion pictures by Edison's companies and by Pathé Frères. Some of the letters concern negotiations with the Kleine Optical Co. (Edison agents) in regard to films proposed for the World's Fair in St. Louis. Among the correspondents are William E. Gilmore, vice president and general manager of the Edison Manufacturing Co.; John R. Schermerhorn, assistant general manager; Alex T. Moore, manager of the Kinetograph Department; Walter S. Stevens, manager of the Foreign Department; Frank L. Dyer, general counsel of the Legal Department; and James H. White, European sales manager and managing director of the Edison Manufacturing Co., Ltd.

Approximately 95 percent of the documents have been selected. The items not selected consist of perfunctory legal correspondence, a lease, and documents that duplicate information in selected material.

Telegrams & Cables: "RANDOLPH, LONDON."  
Telephone No. 5050, HOLBORN.



M.P. - *Markgraf*  
Cable Codes: *United A.S. A.B.C. COMMERCIAL*  
LIEBKE'S, AND HUNTING'S.

Thomas A.  
EDISON'S

Photographs,  
Gold Stamped  
Records,  
Projecting  
Kinetoscopes,  
Original Films,  
Battery Fan  
Motors,  
Edison-Primary  
Batteries,  
Bates and Edison Automatic Hand  
Numbering Machine.

EUROPEAN HEADQUARTERS  
OF THE

NATIONAL PHONOGRAPH CO. Ltd.  
EDISON MANUFACTURING CO. Ltd.

25 Clerkenwell Road,

London, E.C.

8th January, 1904

MAIN OFFICE.  
RECEIVED  
JAN 16 1904

W. E. Gilmore, Esq.,  
Vice-President,

Edison Manufacturing Co.

Orange, New Jersey, U.S.A.

FACTORIES:  
Orange N. J.,  
U.S.A.  
#  
Berlin,  
#  
Paris,  
#  
Brussels.

Dear Sir,

I have your valued favour of the 29th December and note that Mr. Markgraf is coming over here to complete certain arrangements in connection with the film business. I note very carefully the contents of your letter and shall act strictly in accordance. Of course I need not tell you that Mr. Markgraf will have my heartiest co-operation and aid in anything that he is endeavouring to accomplish, as I think I can well say that I am quite as much interested at the present time in the increase and supremacy of Edison films and machines as I was at the time I had this matter in hand personally.

You do not advise me when Mr. Markgraf is to sail, therefore I assume I will receive a cable as to this.

I am extremely gratified to learn that the patent situation is clearing up somewhat, and that you have a chance of winning out eventually.

As to the matter of advancing money to Mr. Markgraf this is

noted, and there will be no trouble whatever in supplying him with what you authorise.

Yours very truly,

NATIONAL PHONOGRAPH CO. LTD.

*J. H. White.*  
European Sales Manager.

J.H.W./L.D.



# Kleine Optical Company,

Wholesale and  
Retail

Opticians

52 STATE STREET.

TELEPHONE CENTRAL 5006.

Stereopticons  
Magic Lanterns  
Moving Picture Machines  
Selling Agents for  
Edison Projecting Kinetoscopes and Films

7/15/1904

W. F. Gilmore,

Chicago, Jan. 30, 1904

Orange, N.J.

My dear Gilmore:--

As I missed a final talk with you I was not able to bring up the question of World's Fair films. After considering the matter of price it seems to me that if you see your way clear to figuring these at class B price I would propose to the Concessionaires to reduce their royalty from 5¢ to 3¢ and in that case films could go out as the regular class A films at 15¢ per foot.

As you will not be put to any expense in the way of preparing your negatives and in fact cost of obtaining the pictures will include only the operator's time and transportation it is probable that you will be able to figure a profit at the class B price. I met Lorimer and Magerstadt this morning and asked them if they would be satisfied with 3¢ royalty, provided you see your way clear to reducing your price to 12¢. They were not prepared to answer at the moment, but I think they would consider it favorably. They are anxious to get the agreement drawn up and in case you do not intend to come West in the near future please write me your views as to this proposition.

If the films could be sold at 15¢ regular the usual class A price, it would facilitate sales greatly, and I am inclined to think that in the end both you and the Concessionaires will make more money out of it.

With best wishes, I remain,

Very truly yours,

GK:G

*Geo. Klein*

[TO JOHN R. SCHERMERHORN]

J. R. S.:

Note attached letter from Kleine. I do not see how we can do what Kleine asks. However, I want to discuss it with you, and I wish therefore you would have Redfearn give us the latest figures that he can as to the cost of films. I do not want to forget to answer this on Wednesday morning.

2/1/04.

W.E.G.

Enc-F

[ATTACHMENT]

For 6 Months  
including Deep Stat.  
per 50 feet.  
Cost, no allowance for  
negatives  
L + M 2.78

Cost, including negative  
expense for same period  
L + M 3.66

Average Selling Price  
same period

4.97 1/2

R 2/1/03

[ATTACHMENT]

THOMAS A. EDISON, PRESIDENT.  
W. E. GILMORE, VICE PRESIDENT.

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO ORANGE, N.J.

J. F. RANDOLPH,  
SECRETARY AND TREASURER.



**EDISON MANUFACTURING CO.**

MAIN OFFICE AND FACTORY  
ORANGE, N. J.

**EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.**

IN REPLYING ADDRESS THE COMPANY  
AND MENTION THESE INITIALS

83 CHAMBERS STREET, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

Cable Address,  
KURILIAN, NEW YORK.

(Personal)

*Change N.Y.* Feb. 15, 1904.

George Kleins, Esq.,

Kleins Optical Co.,

52 State St., Chicago, Ill.

My dear Kleins:

Your letter of Jan. 30th came duly to hand, and I must apologize for not having answered it before, but the fact of the matter is that I passed it out so that the cost figures could be gotten out conclusively up to and including Jan. 31st. The books were not in shape to enable them to do this as promptly as I had expected, and then after the figures had been gotten out there was delay in getting it through to me. I regret exceedingly that it would look that I had overlooked it, but I must admit that we have been a little dilatory this time.

I have gone into this question very fully and I must say that I cannot agree with you that these films should be listed on the Class "B" basis. In the first place, I do not want to go into this thing unless I know that I am going to make some money out of it. If we are to have the exclusive right to make these films and sell them, it seems to me that we ought to have some profit out of it. If anybody thinks there is a profit in Class "B" films at the prices we have made to you I am perfectly willing that they should take take over and try to see where it is; I have yet to find it. We have a pretty expensive force in all branches of this business and it costs us very considerable for

[ATTACHMENT]

George Kleins.

(2)

2/15/04.

the different negatives that we obtain, to say nothing of those that we do not obtain. A great many negatives that are made are too poor to put out and of course in some cases it is an entire loss.

What I am willing to do is this, that we make the list price 16 cents, allow them 3 cents per foot royalty and bill to you at a net price of 13 cents. ~~This~~ This is the very best that I can do. The fact is that if we are going to do anything in this line, and so long as we have the exclusive rights, we ought to make some money out of it. Of course they may come back with the statement: "Look at the advertising, which is worth something", but I do not see it. We have got about all the advertising we can ever get out of this end of the business, and I have got to a point where I am not going to do business for my health any longer. The film business is not by any means a money-maker. In fact, if we were to begin to charge up to it the expenses that we have been put to for legal services, there would be very, very heavy losses.

I should be glad to hear further from you on this matter.

Yours very truly,

WBG/IWW

Vice-Pres. & Gen. Mgr.

P. S. ~~What~~ What this means is, a price to us of 10 cents net when we sell these films to you at the net price of 13 cents per foot.

Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone No. 5050, HOLBORN.

**Thomas A.  
EDISON'S**

Phonographs,  
Gold Moulded  
Records,  
Polyesters,  
Kinetoscopes,  
Original Films,  
Battery Fan  
Motion,  
Edison-Primary  
Batteries,  
Bates and Edison Automatic Hand  
Numbering Machines.

TRADE  
**Thomas A. Edison**

MARK  
EUROPEAN HEADQUARTERS  
OF THE

**NATIONAL PHONOGRAPH CO. Ltd.  
EDISON MANUFACTURING CO. Ltd.**

25 Clerkenwell Road,

London, E.C.  
10th February, 1904.

W. E. Gilmore, Esq.,  
Orange, New Jersey. U.S.A.

MAIN OFFICE.  
RECEIVED

FEB 22 1904

ANS. 2/23/1904

Dear Sir,

I enclose you herewith copy of letter which I have written the Foreign Department upon the question of shipment of films ordered in our cable of the 27th of January. In this cable I asked them to rush delivery of Train Robbery films, and now I find that shipment was not made until 11 days after the receipt of our cable. This is most discouraging to say the least and I sincerely hope you will issue such instructions as will ensure films being shipped to us in the future with reasonable despatch. I will say that the Train Robbery film is quite the finest thing of its kind I have ever seen and I have no doubt we can do a large business in films provided we can get subjects of a like description, but it will be impossible to work up a business here unless we can make deliveries in a reasonable length of time.

Very truly yours,

J.H.W./L.D.

*James H. White*  
European Sales Manager.

*White, James H.*

Cable Codes Used: A.L., A.R.C., COMMERCIAL.

GREEN'S, AND HUNTING'S.

*See also*

*Great Train Robbery*

FACTORIES:

Orange N. J.  
U.S.A.  
R  
Berlin.  
R  
Paris.  
R  
Brussels.

[ATTACHMENT]

C O P Y.

8th February, 1904.

Walter Stevens, Esq.,  
83, Chambers Street,  
New York.

Dear Sir,

I have yours of January 27th referring to my cable of same date ordering four Train Robbery films and four River Novelties. I have received your cable message advising me that these films are on board the s.s. "St. Louis" which sailed from New York on February 6th. If this is true all I can say is I am heartily discouraged and I must say that I do not consider that the goods were "rushed" as per my telegram, if it takes ten days to get films on board a steamer after they are ordered. It is in my estimation anything but rushing matters and we are simply left in the lurch as exhibitors ordered these films through me in the expectation of getting them in reasonable time. I will say further that at the time I was looking after that Department it was no great effort to get any amount of films on board a steamer in 24 - 48 hours after receipt of cablegram.

I am sending a copy of this letter to the Edison Manufacturing Co.

Very truly yours,

(Signed) JAS. H. WHITE.

J.H.W./L.D.

European Sales Manager.

[ATTACHMENT]

Rec'd ~~Order~~ Wednesday  
January 27<sup>th</sup> - Shipped  
Friday January 29<sup>th</sup>  
Did not reach  
Stevens until  
Saturday, too late  
possibly to get  
boat - Consequently  
had to be held  
in N.Y. for a  
week  
Jas



# Kleine Optical Company,

Wholesale and  
Retail

Opticians

52 STATE STREET

TELEPHONE CENTRAL 5202.

Stereopticons  
Magic Lanterns  
Moving Picture Machines  
Selling Agents for  
Edison Projecting Kinetoscopes and Films

*Ans'd  
7/18/1904  
ms*

*Chicago, Feb. 18, 1904.*

Mr. W. E. Gilmore,

c/o Edison Mfg. Co.,

Orange, N. J.

My dear Mr. Gilmore:-

I am in receipt of your various favors of the 15th inst. and enclose with this a duplicate copy of a letter which I am sending to the Official Photographic Co. at St. Louis, as Mr. Magerstadt is there at the present time.

I do not think that the difference of 1¢ will be very material in the price of films, but a difference of 5¢ would probably be a serious hindrance to sales. As I understand it you figure on the list price of 16¢ net to us 13¢ of which 3¢ would go to the Official Photographers as royalty and 10¢ to yourselves.

Mr. Dolbeer dropped in today and "a pleasant visit was had."

With best wishes, I remain,

*G. O. Kleine*

[ENCLOSURE]

*Duplicate*

Feb. 18, 1904.

Official Photographic Co.,

St. Louis, Mo.

Gentlemen:-

We have received a letter from Mr. W. E. Gilmore of the Edison Mfg. Co. referring to the making of moving picture negatives, and films to be supplied to exhibitors. You will recall that the first proposition considered the listing of films at 15¢ per foot plus your royalty of 5¢ per foot. After further deliberation, Mr. Gilmore states that the factory could not profitably place these films on a lower basis than 15¢ per foot retail and would do so on condition that a royalty of 3¢ be added in place of 5¢. This would place the films on the market at 18¢, which is an advance of 1¢ over the regular retail price of class A films, and this difference will not in our judgment militate against their sale.

You are no doubt desirous of closing this matter and speaking as dealers who are in touch with the buyer, we strongly advocate the 18¢ price as against 20¢, believing that the increased sales at the lesser figure will net you greater profits than the higher price would.

Trusting that you will be able to come to a prompt conclusion in this matter, we remain,

Yours very truly,

KIRKIN OPTICAL CO.

OK/AD

Per----

Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone No. 5050, HOLBORN.

TRADE  
*Thomas A Edison*  
MARK

*Edison*  
Cable Codes Used: A.L., A.B.C., COMMERCIAL,  
LIBER'S, AND HUNTING'S.

**Thomas A.  
EDISON'S**

Photographs,  
Gelatine Mounted  
Records,  
Projecting  
Kinetoscopes,  
Original Films,  
Battery Fan  
Motors,  
Edison-Primary  
Batteries,  
Bates and Edison Automatic Hand  
Numbering Machines.

EUROPEAN HEADQUARTERS  
OF THE

**NATIONAL PHONOGRAPH GO. Ltd.  
EDISON MANUFACTURING GO. Ltd.**

25 Clerkenwell Road,  
London, E.C.

FACTORIES:  
Orange N.J.,  
U.S.A.  
Berlin.  
Paris.  
Brussels.

PERSONAL.

22nd March, 1904.

W. E. Gilmore, Esq.,  
Vice President and General Manager,  
Edison Manufacturing Co.,  
Orange.

*Europe*

Dear Sir,

I have your favour of March 7th addressed to me personally,  
and in reply I can only say that we advanced Markgraf £100 in ac-  
cordance with your letter advising us of his coming in which you  
authorised us to honour his drafts up to £2000. The above amount  
was advanced to him in four or five instalments and as we have billed  
all the amounts on to Orange I presume you do not require any further  
information.

As to his having visited film-makers in the North of England.  
I have never heard there were any film-makers in England outside  
of London, and upon enquiry at the various film-makers here in  
London I find this to be a fact. Also upon enquiry at the First  
Avenue Hotel, High Holborn, I find that Mr. Markgraf according to  
their records did not leave London.

I shall await your arrival here to discuss this matter further  
with you verbally.

Very truly yours,

J.H.W./L.D.

*J.H.W.*  
European Sales Manager.

EDISON MANUFACTURING COMPANY  
Office and Salesrooms  
83 CHAMBERS STREET  
NEW YORK  
/ CABLE "KORILIAN, NEW YORK"  
EDISON PRIMARY BATTERY  
Formerly known as Edison-Lalande

New York Mar 24. 04

W E Gelman Esq

My Dear Sir

For sometime past certain promises have been made me by the several Managers of the Edison dept. but as yet nothing has materialized. I have given your interests the best attention & have felt certain that this would be appreciated by the increase in salary promised, but as yet nothing definite has been done in the matter. I am dependant upon my own earnings for a livelihood & therefore feel I must do the best possible for myself. I have an offer before me which is financially to my advantage & upon

EDISON MANUFACTURING COMPANY

OFFICE AND SALESROOM:  
83 CHAMBERS STREET  
NEW YORK

CABLE "EDISONIAN, NEW YORK"

EDISON PRIMARY BATTERY

*Formerly known as Edison-Lalande*

which I must act at once, therefore  
I would ask you to kindly give  
this your attention & advise me definite  
of your disposition by return mail

Yours Very Truly  
Edwin S. Pottor

J. R. S.:

In connection with the deal that we have been trying to make with the St. Louis Exposition people, as to making moving pictures, I understand that they are leaning toward the Biograph people, and the chances are that we shall lose it. In case they do come back at us, there is only one thing that was left open. They wanted the negatives to be turned over to them after we had gotten through with them, and in talking this over with Mr. Edison it was decided that we would ~~not~~ turn the negatives over to them after we were through with them, that is, when the sale had absolutely stopped, with the understanding that if any further positives were to be made from these negatives they would be made by us and no one else.

3/26/04.

W.E.G.

Form No. 260.

**THE WESTERN UNION TELEGRAPH COMPANY.**

**21,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.**

**ROBERT C. CLOWRY, President and General Manager.**

Receiver's No.	Time Filed	Check
----------------	------------	-------

**SEND** the following message subject to the terms  
on back hereof, which are hereby agreed to.

St. Louis, Mo.

Mar. 31, 1904.

W. E. Gilmore:

Opposition offers six cents royalty out of retail.

Fifteen dealers blocked. Do you object to our making inside arrangement for ourselves to protect the trade? Can probably influence contract and buy opposition films from Official company at 3 cents royalty and block exclusive sales. Leave for Chicago tonight.

Geo. Kleine.

Planters Hotel.

Form No. 260.

**THE WESTERN UNION TELEGRAPH COMPANY.**

**21,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.**

**ROBERT C. CLOWRY, President and General Manager.**

Receiver's No.	Time Filed	Check
----------------	------------	-------

**SEND** the following message subject to the terms on back hereof, which are hereby agreed to.

April 1, 1904.

W. E. Gilmore:

(Collect)

Magerstead in Chicago tomorrow. Decision almost made favor Biograph-Commercial. Negatives involved in proposed contract 25 cents per foot, plus \$15.00 day for operator and camera. Westinghouse favoring Biograph; have influenced concessioners. Shall I press further or quit?

George Kleine.



Form No. 260.

**THE WESTERN UNION TELEGRAPH COMPANY.**

21,000 OFFICES IN AMERICA. <sup>INCORPORATED</sup> CABLE SERVICE TO ALL THE WORLD.

ROBERT C. CLOWRY, President and General Manager.

Receiver's No.	Time Filed	Check

**SEND** the following message subject to the terms on back hereof, which are hereby agreed to.

April 2, 1904.

George Kleins, 52 State St., Chicago, Ill.

Cannot offer anything better than my letter February fifteenth. Biograph Company are making offer on exhibition basis more than commercial basis. As we are not in exhibition business we cannot meet their offer, but feel satisfied Lorrimer and Magerstadt will suffer in long run, as sales will be limited. We are willing to meet price on commercial negatives of 25 cents per foot plus fifteen dollars for use of camera and operator. If you can make inside arrangements, you should protect us as well as yourself, as our interests are mutual.

Sailing Wednesday next for Europe.

W. E. GILMORE.

(Prepay and chg. E. Mfg. Co.

THOMAS A. EDISON, PRESIDENT.  
W. E. GILMORE, VICE PRESIDENT

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO ORANGE, N.J.

J. F. RANDOLPH,  
SECRETARY AND TREASURER.



**EDISON MANUFACTURING CO.**

MAIN OFFICE AND FACTORY  
ORANGE, N. J.

**EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.**

83 CHAMBERS STREET, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

IN REPLYING ADDRESS THE COMPANY  
AND MENTION THESE INITIALS

CABLE ADDRESS:  
KURILIAN, NEW YORK.

*Orange, N.J.*

April 2, 1904.

George Kleine, Esq.,

Kleine Optical Co.,

Chicago, Ill.

Dear Sir:

I have your two telegrams dated March 31st and April 1st,  
relative to the St. Louis deal, reading as follows:

March 31st: "Opposition offers six cents royalty out of retail fifteen. Dealers blocked. Do you object to our making inside arrangements for ourselves to protect the trade? Can probably influence contract and buy opposition films from official company at three cents royalty and block exclusive sales. Leave for Chicago tonight."

April 1st: "Magerstadt in Chicago tomorrow. Decision almost made favor Biograph. Commercial negatives involved in proposed contract 25 cents per foot, plus \$15.00 per day for operator and camera. Westinghouse favoring Biograph, have influenced concessioners. Shall I press further or quit?"

I wired you this morning, after giving this very careful and due consideration, as follows:

"Cannot offer anything better than my letter February fifteenth. Biograph company are making offer on exhibition basis more than commercial basis. As we are not in exhibition business cannot meet their offer, but feel satisfied Lorrimer and Magerstadt will suffer in long run, as sales will be limited. We are willing to meet price on commercial negatives of 25 cents per foot plus fifteen dollars for use of camera and operator. If you can make inside arrangements you should protect us as well as yourself, as our interests are mutual.  
Sailing Wednesday for Europe."

I can only say to you that I do not see that we can make any better proposition than that contained in my letter of Feb. 15th. The reasons for this I have already explained to you personally as well as in my communication, and of course if they cannot see wherein it would be more

George Kleins.

(2)

4/2/04.

advantageous to them to tie up with us rather than the Biograph Company, I do not see that I can bring any further facts up that will convince them.

Now, so far as your making an inside arrangement is concerned, it seems to me that if you should make this arrangement it should be with the distinct understanding that you will take care of us, as of course the combined effect would be to their advantage as well as our own. It looks, of course, to me as though the Biograph Company intended to "hog" all of this, as if they agreed to give them 6 cents a foot out of retail sales at 15 cents per foot list, they will of course do all they can in this way rather than sell through dealers. I assume, therefore, that the dealers will have little, if anything, to do with it.

I have also advised you that I am sailing for Europe on Wednesday next, and therefore these matters will have to be turned over to Mr. Schermerhorn for attention should anything further come up. I wish, therefore, that you would communicate with him on the subject further as I shall not be here after to-day.

Yours very truly,

VEG/IWH

Vice-Pres. & Gen. Mgr.

# Kleine Optical Company,

Wholesale and  
.....Retail

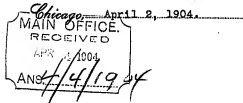
Opticians

52 STATE STREET.

TELEPHONE CENTRAL 2269.

Stereopticons  
Magic Lanterns  
Moving Picture Machines  
Selling Agents for  
Edison Projecting Kinetoscopes and Films

Mr. W. E. Gilmore,  
c/o Edison Mfg. Co.,



My dear Gilmore:-

Confirming two telegrams previously sent you, I will  
in as few words as possible outline the situation at St. Louis.

The Biograph people offer to sell films at 15¢ and pay a  
royalty of 6¢. Or they will make the negatives at their own expense  
and sell the films exclusively to the Official Photographic Co. for  
9¢. Or they will make the negatives at the expense of the  
Official Photographic Co. and sell their positives at 8¢.

They offer further to make negatives for commercial  
work at 25¢ per foot plus \$15.00 per day for operator and camera.  
They have laid a great deal of stress on the use of Cooper-Hewitt  
lights on portable stands which they claim puts them in a position  
to make negatives under poor conditions inside the buildings. They  
offer to run films for Exhibitors at \$50.00 per week, including  
services of operator and positives made from above negatives without  
extra charge; they to add such films of miscellaneous subjects as may  
be wanted to fill in.

Marvin of the Biograph Co. spent some time in St. Louis  
and his promises impressed the Photographic Co.

I need hardly say that every argument was used in your favor  
and against the Biograph people by me. I pointed out among other things

W. E. Gilmore.

how their proposed contract could be used to limit the use of the World's Fair films to their own machines and the royalties remain very small. No matter how the contract was worded they could throw obstacles in the way of sales to other exhibitors, while at the same time it would be impossible for dealers to obtain the films at less than retail. During my various discussions with Mr. Adler who is the attorney for the Official Photographic Co. and who has given this matter much attention, I pointed out the various pitfalls that the proposed contract held.

He stated that he wanted us to sell the films as jobbers and after we had discussed the matter fully, he expressed his willingness to include in the contract a clause under which the Biograph Co. would sell films to the Official Photographic Co. at 9¢ and these to be sold to us at 12¢. This was my own final proposition provided the contract could not be obtained for the Edison Mfg. Co. I doubt whether the Biograph Co. would accept this, as they themselves could not sell for less than 15¢, while we would supply <sup>the</sup> dealers as well as Exhibitors.

I cannot indicate in a letter some of the criticisms that I made of the Biograph Co., but no amount of argument could offset the figures. Many points that came up in our talks will be embodied in the contract if the Biograph Co. finally gets it.

As to the Fair itself, the more I see of it the more I am impressed that its magnificence cannot be overstated and I believe that it will arouse much greater interest than any of us have previously realized.

I have considered this film question as of great importance to the Edison interests and am sorry that my continued efforts have not had a more successful conclusion. It would be foolish, however, to refuse

W. E. Gilmore.

the ham because we cannot have the entire pig.

If you say so I will propose to the Official Photographic Co.  
\* to sell films to you at the same price as we ask for ourselves. There are to be no restricted films of the World's Fair and none exclusive; confining the matter, however, to us two. I would have made this proposition to them before, but did not think that you would care to sell films of another make. I would not advise increasing the number of jobbers beyond ourselves. Wire me as early as possible next Monday if you want me to make this offer. It is distasteful enough to me to be compelled to sell films made by the Biograph people, but what else is left? I have spent time and money on this matter and will be compelled to sell World's Fair films in connection with slides; you will agree with me that it would be idiotic to throw away any advantages that may offer themselves.

I hope that your European trip will be most pleasant and profitable.

Very truly yours;

*Geo. Kline*

\* I mean that the Official Photo. Co. buy from contractors at 9¢, and sell us (E. M. P. Co. + K. O. Co.) at 12¢ -

*Business is good; keeping me hustling.*

THOMAS A. EDISON, PRESIDENT.  
W. E. GILMORE, VICE PRESIDENT.

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO ORANGE, N.J.

J. F. RANDOLPH,  
SECRETARY AND TREASURER.



**EDISON MANUFACTURING CO.**

MAIN OFFICE AND FACTORY  
ORANGE, N.J.

**EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.**

IN REPLYING ADDRESS THE COMPANY  
AND MENTION THESE INITIALS

83 CHAMBERS STREET, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

CABLE ADDRESS:  
KURILIAN, NEW YORK.

*Orange, N.J.*

April 5, 1904.

George Kleine, Esq.,

Kleine Optical Co.,

52 State St., Chicago, Ill.

Dear Sir:

Your letter of April 2nd, having reference to the St. Louis situation, was received yesterday morning. Mr. Gilmore does not expect to be at the factory again before his departure, but I was able to get him on the telephone, and after conferring with him I telegraphed you as follows:

"We do not desire to make any arrangement whatsoever to handle films of the Biograph Company. Writing."

From this I assume you will understand that the Edison Mfg. Co. does not wish to make any arrangement whatsoever with the Biograph Co. to the end of handling films of the St. Louis Exposition in the event of the Biograph Co. getting the contract. Mr. Gilmore also stated that he did not wish to make any further concessions than have been previously made and concerning which he telegraphed and wrote you quite fully under date of April 2nd. In the event of your having exhausted all your resources to the end of securing the contract on the lines indicated in Mr. Gilmore's letter of Feb. 15th, I assume there is nothing to do but let the Biograph people go ahead and get the contract.

Yours very truly,

JRS/INW

Asst. Gen. Mgr.

# Kleine Optical Company,

Wholesale and  
.....Retail

Opticians

52 STATE STREET.

TELEPHONE CENTRAL 5508.

Stereopticons  
Magic Lanterns  
Moving Picture Machines  
Selling Agents for  
Edison Projecting Kinetoscopes and Films

Chicago, April 7, 1904.

Mr. Schermerhorn,  
c/o Edison Mfg. Co.,  
Orange, N.J.

My dear Mr. Schermerhorn:-

I have your favor of the 5th inst. regarding  
the St. Louis matter.

It has been difficult to reach the Concessioners as most  
of their time is spent in St. Louis and I have not been able to discuss  
the moving picture matter further since I wrote to Mr. Gilmore on the  
2nd inst.

I need hardly say that I indicated to them the various  
possibilities of trickery contained in a contract with the Biograph  
people. There is danger of this contract being closed at any minute,  
but I will not give up the matter until it is finally lost. I am  
convinced that the films will sell well and think that there will be  
some loss of prestige to your Company if you <sup>are</sup> shut out entirely. I  
consider it a bad feature if dealers and exhibitors who have shown a  
preference for your Company are forced to buy from the Biograph Co.,  
as there is always danger of their forming permanent connections and  
hurt the sales of Edison films, not only during the period of the Fair,  
but afterward.

While I fully appreciate Mr. Gilmore's desire to take up the  
World's Fair work only at a profit, these other considerations should  
prompt you to yield a point.

If it is not too late and if I see the Concessioners again



Mr. Schermerhorn.

before they close with the opposition I will ask them to entertain a proposition to permit you to make films for the market at a royalty of 3¢ which was Mr. Gilmore's figure, in addition to any concession that they may give the Biograph Co. That is to say, let them make two contracts if they wish. If they should agree to this I will wire assuming that you would consider such an agreement favorably.

As an alternative I might offer in your name the payment of 3¢ royalty with the added proviso that you will guarantee this royalty to amount to a minimum sum of say \$5000.00. In this case you to have the exclusive right to make films for the market. Taking this amount as a basis you would need to sell 170,000 feet of films during a period of 10 months which I consider the active selling period of the Fair films.

As a basis of comparison sales of films covering the McKinley Assassination and funeral could be used.

We find that we bought from you in Oct., Nov. and Dec. 1901 about \$15,000.00 worth of goods. This amount included machines and other films which we will estimate at \$3,000.00, leaving an estimated amount of \$12,000.00 paid for McKinley films, or about from 90,000 to 100,000 feet.

The demand for World's Fair films will not be as great at any one time, but the subjects will be more varied and the life longer. If you have a monopoly of Fair films, your sales will certainly amount to more than 170,000 feet.

I do not of course know whether they would accept such a proposition or whether there is time for it, but it is the only one that occurs to me. If I had to decide this matter for myself, I would not hesitate to raise the minimum guarantee to \$7000.00 or \$8000.00.

-3-

Mr. Schermerhorn.

In case of any further developments, I will write promptly.

The promise that was tentatively made to me that in the event of the contract being signed by the Biograph Co. we would be able to purchase the films direct from the Concessioners at about 12¢ is exceedingly favorable, as it would in effect give us a monopoly of the wholesale and enable us to hold our retail, serving the added purpose of keeping them from the Biograph Co. I am not blind to the fact that such an arrangement would place us in an exceedingly favorable position, but feel that I owe it to your Company to make every effort to obtain this concession for you, leaving it to yourselves in the event of success to recognize our efforts in some suitable manner.

Very truly yours  
Geo. Kleine

Telegrams & Cables: "RANDOMLY, LONDON."

Telephone No. 5050, HOLBORN.

**THOMAS A.  
EDISON'S**

Photographs,  
Gold Moulded  
Records,  
Projecting  
Kinetoscopes,  
Original Films,  
Battery Fan  
Motors,  
Edison-Primary  
Batteries,  
Bates and Edison Automatic Hand  
Numbering Machines.

TRADE  
*Thomas A. Edison.*

MARK

EUROPEAN HEADQUARTERS  
OF THE

**NATIONAL PHONOGRAPH CO. Ltd.  
EDISON MANUFACTURING CO. Ltd.**

*Wm. G.* 25 Clerkenwell Road,  
London, E.C.

31st May, 1904.

J. R. Sohiermerhorn, Esq.,  
National Phonograph Company,  
Orange, New Jersey.

Dear Sir,

I have been talking over very fully with Mr. White the question of prices on films shipped here. In view of the very excessive competition he has had we have got to get right down and give him the very best prices that can be named so that he can work out the prices that will meet the closest competition that we have at this end of the line as well as on the Continent. I wish, therefore, you would take up this matter very carefully, get out the cost figures so as to be able to discuss it with me fully when I get back. The fact the matter is that the kinetoscope end of the business here shows a loss, but this was principally due to the fact that they were compelled to pay about 10 *gs* per ft. and had to sell it at 8 or 9 *gs* per ft. to close it up. In Antwerp they had quite a stock of film that was old, and in order to turn it into money it was closed out at practically any price. I also want to discuss with Mr. Moore, and yourself the necessity of keeping closely in touch with this market and arranging to give Mr. White films im-

*film*  
Cable Codes Used: A.S., A.S.C., COMMERCIAL,  
LIEBEX'S, AND HUNTING'S.

FACTORIES:

Orange N. J.,  
U.S.A.  
Berlin.  
Paris.  
Brussels.

mediately they are issued. In fact I want to get the films into this market at the same time that they are issued in America.

I have talked over very fully the question of making arrangements with the foreign manufacturers, but I cannot make any arrangement that will be satisfactory. The only thing, therefore, that we can do is to go ahead and to secure all the business that we can without reference to our competitors.

This will probably be the last letter I shall write you as I am sailing on Saturday as already cabled.

Trusting this finds you and yours enjoying the usual good health and with kind regards

Believe me,

Very truly yours,

NATIONAL PHONOGRAPH COMPANY,

President.

W.E.C./L.D.

Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone No. 5050, HOLBORN.

**Thomas A.  
EDISON'S**

Photographs,  
Gold Moulded  
Records,  
Projecting  
Kinetoscopes,  
Original Films,  
Battery-Ko  
Mofon,  
Edison-Primary  
Batteries,  
Bates and Edison Automatic  
Numbering Machines.

TRADE  
*Thomas A. Edison.*  
MARK

EUROPEAN HEADQUARTERS

**NATIONAL PHONOGRAPH CO. Ltd.  
EDISON MANUFACTURING CO. Ltd.**

25, Clerkenwell Road,  
LONDON, E.C.

RECEIVED

JUN 1, 1904

31st May, 1904.

Cable Codes Used: A.S., A.S.G., COMMERCIAL,  
LIERE'S, AND HUNTING'S.

FACTORIES:  
Orange N. J.,  
U.S.A.  
Berlin,  
Paris,  
Brussels.

J. W. Schormerhorn, Esq.,  
National Phonograph Company,  
Orange, New Jersey, U.S.A.

Dear Sir,

I received a letter from Mr. Moore dated May 5th on the subject matter of film, but I have been unable to get any satisfactory prices out of Lumiere until yesterday when I cabled you as follows:-

"Lumiere quotes one million feet film taken koozozyde  
"compressor two and seven tenths cents per foot delivered  
"Lyons colosinear recommend contracting understand gutachten  
"than eastman How is family. GILMORE",


which you will interpret to read as follows:-

"Lumiere quotes one million feet film taken in a year monthly  
"deliveries two and seven tenths cents per foot delivered  
"Lyons if price is not too high recommend contracting under-  
"stand better quality than Eastman How is family".

I expect of course that you will consider this matter very carefully and then decide whether you can afford to make a contract for a million feet of film. The price they have made us is either for negative or positive film, and it seems to me that we ought to be able to use this quantity within a year. It looks very much as though we have got to go ahead on practically Class 2. prices for almost everything. Films are being sold here by Gaumont and others at about 8/6s per ft. to anybody.

I am enclosing you herewith copies of the correspondence, cables, and so forth that have passed between this office and Lumiere, so that you will know what has been done. Of course if anything is done in the way of making a contract you had better let Mr. White attend to it from this end rather than take it up direct. I have conferred with him very fully on the matter, and he knows what to do, so that he can doubtless make better arrangements, and he may possibly be able to do a little better after he has had a personal interview with Mr. Lumiere, as in order to close this contract it will be necessary for him to go to Paris or Lyons to settle it.

Yours very truly,  
NATIONAL PHONOGRAPH COMPANY,

  
President.

W.B.G./L.D.

[ENCLOSURE]

COPY.

Lyons May 27th 04

Edison Manufacturing Co.,  
London E.C.-

Gentlemen:

We just received your wire, and although the price we have made you is very low, we beg to inform you that we can quote you on a quantity of 360.000 meters of films, a definite price of 46 centimes per meter, which price is to be considered as the limit we can make, no charge for packing, goods taken from our factory, and payment to be effected at 30 days after end of month goods are forwarded, by sight draft on Paris or by your cheque on France.

Awaiting the favor of your reply, we are, Gentlemen,  
yours truly

(translated from French)

[ENCLOSURE]

COPY.

Lyons May 27th 04.

Edison Manufacturing Co., Ltd,  
London. E.C.

Gentlemen:

In reply to your wire of the 26th, we beg to confirm ours  
in reply to the same, reading as follows:

"CAN QUOTE FOR ANNUAL FURNITURE OF 500.000 FEET THE PRICE  
OF 1-4/10 d. PER FOOT WEL. 48 CENTIMES PER NEGATIVE OR  
POSITIVE METER TAKEN FROM LYONS. WILL AT ONCE CONFIRM BY  
LETTER".

Awaiting your reply, we beg to remain,

yours truly

(Translation from the French)



*Film*

*Legal Department.*

*Telephone W. L. Orange:  
"Cable Address: Edison Orange."*

*Thomas A. Edison  
National Phonograph Co.  
Edison Manufacturing Co.  
Edison Manufacturing Co.  
Edison Storage Battery Co.*

*Frank L. Dyer, Counsel  
Frank C. Bentley, Counsel  
John H. Hutton, Counsel*

*Subjects:*

Duty on Films.

*Orange, N. J.* June 23, 1904

J. R. Schermerhorn, Esq.,

Edison Manufacturing Co.,

Orange, N. J.

Dear Sir:-

Regarding the newspaper clipping which I return herewith, the question raised by a Mr. Baicalupi is the same question that is being handled by Messrs. Gifford & Bull. I do not know anything about the details of the case and it is possible that this may be the same matter. At any rate, the same question is involved, namely, whether moving picture films shall be classed as manufactures of gelatine at 35% or as photographs at 25%. The point is now being considered by the Board of Appraisers who are expected to decide the matter in the course of a few days. From that Board an appeal can be taken to the United States Court.

As soon as anything develops along this line, I will let you know.

Yours very truly,

*Frank L. Dyer*

FLD/MM.

Enc.

[ENCLOSURE]

*Mr. Schenck*

NEW YORK TIMES, SUNDAY, JUNE 19, 1904.

## FINANCIAL SUPPLEMENT

### DUTY ON BIOGRAPH FILMS.

Not Photographs, According to Content-  
tion of Government Counsel.

H. F. Lovett, assistant counsel to the Government before the Board of United States General Appraisers, has filed a brief setting forth the Government's contention in the case of Peter Bolognini of San Francisco, who appeals from the decision of the Collector assessing biograph films as manufactures of gelatine at 25 per cent. He claims that they are suitable as photo-  
graphs at 25 per cent.

The Government holds that its order-  
ance will require of the owner the para-  
graph in the tariff law for photographs  
only applies to photographic prints on paper  
or some similar substance.



*Film*  
**Legal Department.**

Telephone 400 Oranges  
Cable Address "Edison's Oranges"

Thomas A. Edison  
National Manganese Co.  
Edison Manufacturing Co.  
Bates Manufacturing Co.  
Edison Storage Battery Co.

Frank L. Dyer, Counsel  
James C. Bradley  
Johannes Holthaus } Assistant Counsel

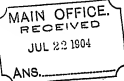
Subjects:

*Oranges N.J.* July 21, 1904

Pathe Films:

W. E. Gilmore, Esq.,

Edison Manufacturing Company,  
Orange, N. J.



Dear Sir:-

Mr. Moore has brought up the subject of the attached letter of the 1st. inst. from Messrs. Pathe Freres, and has asked my opinion as to what should be done in the matter.

On the face of the letter in question, it would appear that all Pathe Freres wish to have done is to reach an understanding with us under which, if they establish an agency in New York, we will not copy their films and they will not copy ours. The true motive, however, may be much deeper, and it is possible that they are putting out a feeler to secure a license to operate in this country under our patents.

I understand that personally you are averse to the competitors copying of our films, but at the same time there must be a good profit in that business, as it does away with making an original negative. Furthermore, I am informed by Mr. Moore that the presence of Pathe's agent in the field here is more or less disturbing to business, and of course there would be a greater disturbance if Pathe establishes an agency in New York.

W.B.Gilmore, Esq..... 2

In view of all these facts, it occurs to me that possibly a desirable solution of the difficulty might be secured by calling Pathe's attention to our patent on the moving picture film (re-issued Jan. 12, 1904, No. 12192), stating that this patent covers all films now in use, and that in the event of their establishing an agency in New York that they contemplate, we will promptly bring suit for infringement. The suggestion might then be made that we would make an agreement with them under which they would give us the option of copyrighting and duplicating their films in this country, paying them a royalty per foot on all films which might be duplicated. Of course, such an arrangement would necessitate Pathe agreeing not to issue films in France until we had the opportunity of copyrighting them in this country, which would involve a delay of from two to three weeks. The advantages of the arrangement suggested are that we would keep Pathe Freres out of this country and would be in a position to legitimately copy their films, which, I understand from Mr. Moore are of excellent quality. If the arrangement is not made, and Pathe Freres establish themselves in New York, we would encounter a more active competition on their part and would have to undergo the uncertainty of a suit against them on our patent.

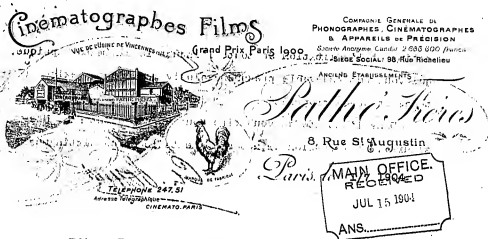
Yours very truly,

*Frank L. Ryan*

FLD/AMK.

Enc.

[ENCLOSURE]



Edison Import House

Orange .- NEW *York* N. G. | Amérique /

Depuis plus d'une année nous sommes tenus au courant des procédés employés par votre maison qui copie toutes les bandes que nous éditons qu'elle juge intéressantes , au mépris du plus élémentaire des droits de propriété .

Nous savons d'autre part qu'en l'état actuel des lois de votre pays , à moins de précautions spéciales que nous n'avons pas prises , il ne nous est pas possible de faire une revendication judiciaire mais comme nous avons l'intention d'établir à New York un Représentant pour la vente de nos produits nous serions désireux d'être fixés et savoir si votre maison n'est pas disposée à modifier cette façon de faire | qui le serait à votre insu nous affirme-t-on / pour éviter que par représailles nous ne nous livrions nous-mêmes à la copie de vos bandes . Il serait déplorable à tous les points de vue que nous en venions là , votre réputation n'aurait rien à y gagner et nous supposons qu'il ne vous est pas indifférent de conserver l'

[ENCLOSURE]

estime et l'admiration de toute l'industrie cinématographique,  
qui vous est redevable presque exclusivement de son exis-  
tence et de sa prospérité.

Dans l'attente de vous lire nous vous présentons, Mes-  
sieurs, l'expression de nos sentiments les plus distingués.

*C. Louis*

Accuse the Edison people  
of copying such of their films as  
they find more profitable than  
that we can do in our legal  
but as he intends to start  
another company with this company, under  
to find an agreement

[ENCLOSURE]

NATIONAL PHONOGRAPH COMPANY  
FOREIGN DEPARTMENT.

TRANSLATION

Paris, 1/7/1904

For more than a year we have watched the methode employed by your company, who copy all our Filme which they think interesting, in defiance of our rights of ownership.

We know that under the present laws of your country, aside from the especial precautions we have taken, we are unable to legally put a stop to same, but as we are about to establish an agency in New York for the sale of our products, and we desire to come to some agreement with you, in order to avoid that in return we will not copy your Films.

Your reputation will gain nothing by our coming there, and we assume that you desire to retain the esteem and admiration of the Kinetoscope trade, which is almost exclusively indebted to you for its existence.

PATHE FRERES

Telegrams & Cables: "RANDOMELY, LONDON."  
Telephone No. 6060, HOLBORN.

TRADE  
*Thomas A Edison*  
MARK

Cable Codes Used: A.L., A.R.G., COMMERCIAL,  
LIEBEN'S, AND HUNTING'S.

**EDISON MANUFACTURING CO. Ltd.**

(FACTORY: ORANGE, N.J., U.S.A.)

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

MAIN OFFICE RECEIVED  
Clerkenwell Road,

AUG 3 1904

London, E.C.

23rd July, 1904

ANS. 8/11/1904

W. R. O'Shea, Esq.,

General Manager,

Edison Manufacturing Co.

Orange, New Jersey.

Dear Sir,

Your letter of July 12th enclosing copy of communication from Mr. Alex. T. Moore, dated June 23rd, is at hand and contents carefully noted. The matter contained in Mr. Moore's communication was fully discussed between that gentleman, Walter Stevens, and myself while I was in America, and there seemed to be at that time no specific complaints made as to the method employed in shipping films from this office to Orange. It is all very well to say that someone who is 3000 miles away is at fault in matters of this kind, but I think this office has followed carefully any instructions or requests we have had from America as to shipment of films. The trouble in my opinion was at the time we began shipping films for your account instructions came from entirely too many sources. However, that matter has been fully taken up and as you say in yours of July 12th there is no need of discussing it any further. I would like to call your attention, however, to the fact that Mr. Moore complained to me about discrepancies in lengths and so forth



and he agreed to give me a letter before I left Orange with details as to various shortages and defects in subjects which we have sent along. I indicated at the time that I would be very glad to take this matter up with the film-makers here on my return to London, and I am only waiting for the information from Mr. Moore and I will be very glad to go into the matter fully. The letter was not furnished me, however, before I sailed, and up to this date nothing has been received from the Kinetograph Department. I am very anxious, of course, to do whatever I can in this matter, but cannot work without proper information. I may say that I would like to have this information as soon as possible so that I can act while the matter is comparatively fresh and before the busy season sets in.

Yours very truly,

  
European Sales Manager.

J.H.W./L.D.

July 29th, '04.

Mr. Gilmore:-

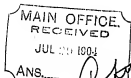
The writer of this letter C. E. Vanduzee, Minneapolis, Minn. is a dealer. We have done some business with him but we have found him to be a very hard party to please. We ship him C-O-D-. He has asked for the favor of an open-account, but Mr. Dolbeer has not granted the same. Some time since we received a letter from the Kleins Optical Co., in regard to this party, stating that he owed them a considerable bill, and it would appear to us that when he cannot extend his credit with Kleins, he buys from us.

In regard to the particular Train Robbery to which he refers beg to state that this was sold to Mr. C. D. Obrecht, of Minneapolis, Minn. His letter-head shows him to be a dealer and he was given the regular dealers' discount on machines, ~~and~~ Films class "A" 13-1/2¢ per foot net, "B" 10-1/2¢ per ft. net. Vanduzee's statement in regard to the purchase of this Train Robbery for \$99.90 is absolutely untrue, and we herewith attach duplicate bill. We do not think that the rest of the letter requires any comment.

*Warrant to*  
*Arrest*  
*Klein*  
*8/4/1904*  
*Ans*  
*Wm*

*Chas. F. Moore*  
*Ans*

[ENCLOSURE]



Kleine Optical Co.,

Gentlemen;

I want to tell you something you may know but its a surprise to me. Edison has always been very strict about dealers holding up prices and not allowing discounts to other than dealers-is not this a fact?

I know positively that they, from the Orange N. J. office have sold to a common operator using but one film and working for nothing at that, the complete Train Robbery, and with the dance scene colored for \$99.90, and to a party in this city who now starts up to work at the houses at \$10.00 a week and furnish film. They have also offered him the Universal at 25% discount, and he has not got it yet simply for lack of funds. Now is this to be expected from that house, and are you willing to push their goods and advertise as you do and have them doing that kind of business?

I swore up and down to this party and offered to bet him any sum he was not telling the truth, but he has the proof and has paid for the film beside. I will have one more tilt with that house and then quit them entirely if that is their way of doing, and hereafter, holding to one price can go to the dogs, and also the knocking of other films to sell theirs, for I wont stand for that way of doing. You may know all this, but if is so, what kind of

*R.*

[ENCLOSURE]

--2--

a chance does the dealer have; can you tell me?

Edison wouldn't give me any colored film free,  
and has even called me down because I once quoted a  
film listed at \$63.75 for \$63.00. If necessary to  
make them sweat I can get copies of the letters, I am  
sure, on this deal.

Let me know what you think of this matter.

Yours truly,

(Signed) C. E. Van Duzee.

Note: 7/26/06  
We are still asking  
doubtful applicants for photo  
pieces to place against  
order for 2 machines &  
3000 feet of film.  
Have you changed this  
rule?  
Can you have the transaction  
referred to by Van Duzee?  
J. P. Logg

[ENCLOSURE]

THOMAS A. EDISON, Pres.

W. E. GILMORE, Vice-Pres.

J. P. RANDOLPH, Secy. and Treas.

# EDISON MANUFACTURING COMPANY

Your Order No. Letter 627

Your Req. No.

Our Order No. 51824

ORANGE, N. J. July 6 1904

*N.E.C.*

SOLD TO

C.D. Obrecht,  
610 Plymouth Ave., N.  
Minneapolis, Minn.

TERMS: 60 DAYS NET.

When referring to this Bill  
2929  
mention this number.

SHIPPED TO you C-O-D  
VIA W F Ex

	DATE	CASUS	PKGS. 1	EDLS.	CHARGES
1	740' The Great train Robbery			99 90	
1	10" Reel @ 1 00	25%		75	
	Class A Film @ 1 1/2 per ft.				
	To coloring above film. Net			14 00	
					114 65
					2.29
					112.36
					50.00
					62.36

**DUPLICATE**

NOTICE—Please do not Alter the Figures on this Bill. If any Errors or Differences exist, kindly return for Correction, so as to avoid Confusion of Accounts.

THOMAS A. EDISON, PRESIDENT  
W. E. DILLMORE, VICE PRESIDENT.

1904 N.Y.P.  
ADDRESS YOUR REPLY TO THIS COMMUNICATION TO ORANGE, N.J.

J. F. RANDOLPH,  
SECRETARY AND TREASURER.



## EDISON MANUFACTURING CO.

MAIN OFFICE AND FACTORY  
ORANGE, N. J.

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

IN REPLYING ADDRESS THE COMPANY  
AND MENTION THESE INITIALS

83 CHAMBERS STREET, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

CABLE ADDRESS,  
KURILIAN, NEW YORK.

(Personal)

*Orange, N.J.* Aug. 15, 1904.

George Kline, Esq.,

Kline Optical Co.,

Chicago, Ill.

Dear Mr. Kline:

My attention has been called to your two advertisements in the "New York Clipper" dated Aug. 6th and Aug. 13th. I note that you are advertising now the films manufactured by the Biograph Co. and those of Pathe Freres, and I must therefore assume that you have taken on the agencies for both of those companies. Of course, as I told you when you were here, you are at perfect liberty to make any arrangement that you like with other manufacturers, but I cannot see how I can consistently continue to have all communications and inquiries sent to you, nor do I consider it wise or judicious that we should continue to permit you to advertise yourselves as the "General Western Selling Agents" for our goods. From a purely commercial standpoint I do not see how we can continue to give you every advantage to the detriment of all other dealers, and from a legal standpoint we do not consider it good policy that a jobber like your concern should take up and push the goods of other manufacturers, one of which we are now suing for infringement and the other we have every reason to believe we will sue for infringement as soon as we can find that they have a representative here with a duly established office.

EDISON MANUFACTURING COMPANY

To Geo. Kleine.

Date 8/15/04.

Sheet No.

I write you thus plainly so that you can give the matter consideration, and I would be glad to receive from you at your earliest convenience a reply setting forth exactly your position in this respect.

Yours very truly,

WEG/INN

Vice-Pres. & Gen. Mgr.

*Uncl  
8/24/04  
ms*

Chicago, Aug., 18th, 1904.

My Dear Gilmore:

Your letter is received and is surprising. I thought we understood this matter after our last talk. How else could it be construed than that I take up other makes of films? You said that you had never objected to our taking up other people's product.

I have worked hard to place your line in the West for six years-- and am not disposed to lose any advantage lightly. In his eagerness to make good, your new man is evidently rearranging and recasting after the manner of a bull in a china shop. I think that you are making a serious mistake in allowing this man Moore full swing in running a department whose details he is constitutionally unable to grasp; this was my opinion after I met him. I think you are allowing him to influence you in cases where your better knowledge and judgment should over-rule.

In virtue of our understanding, and naturally desiring to accept an increase of our business when it was offered on gold platters, I accepted offers of inside prices without qualifications.

There is no need of our rehearsing our past intimate business relations, nor speaking of the mutual good feeling that existed to the end of Margraf's time.



#2.

As to the present Omniscient one, I disliked him from the first moment of meeting, and presume that he reciprocates.

Waters and Peter have both, without question, bought other makes of films. Why not I? What advantage am I getting which they are not? I see Water's adv't, the second insertion, trying to sell a few second hand "Train Robbery" films. We have received ten new ones this month to date and have five more under order. Does this look as if he were neglecting your interest ( and ours)?

Our taking up other films, in the manner which we follow, is not hurting your product; on the contrary, I am obtaining knowledge of some things which is of benefit. We have a line of customers who buy everything you make which they can use, but want more. These people would buy an occasional film of other make from some source, why not of us? This gives us knowledge of what is going on and keeps our friends in closer touch with the K.O.Co.

Think this matter over further, remembering the loyalty of the K.O.Co. for six years past, and let me know exactly what you would like us to do.

Assuming that we cannot agree, I propose still to push your goods as of yore, buy in quantities at the same prices, and waive any further advantage I may

#5.

think due us.

Personally, as ever

Yours very truly  
Geo. Kleins

EXCLUSIVE MAKERS AND  
DISTRIBUTORS OF  
OFFICIAL KINEMATOGRAPH VIEWS  
WORLD'S FAIR, ST. LOUIS, 1904

THEATRE CENTRAL BUILDING

NEW YORK BRANCH  
107-109 WEST 42D STREET

## KLEINE OPTICAL COMPANY

### PROJECTION APPARATUS

32 STATE STREET

CHICAGO, AUG. 20/04

MANUFACTURERS OF  
KINEMATOGRAPHIC, MAGIC LANTERN  
VIEWS

DEALER AGENTS FOR  
KODAK KINEMATOGRAPHIC  
AND FILMS  
HARRIS & LADD CENTRAL CITY, IOWA

My Dear Gilmore:

This being Saturday afternoon, and I am one with the type-writing machine, will make an attempt at writing you in peace and quiet a few thoughts.

On making a hasty survey of our business this month, I find that you shipped from August 1st. to 18th. inc. about \$3000 worth of goods. The whole of August 1903 was about \$2700.

We have received and have under order all told since the first over 30,000 feet of film. Almost all of this was sold, and no material stock order is included. August is supposed to be a slow month, and we can reasonably expect to at least maintain this speed during the winter.

Mr. Moore, not being posted, may attribute this to the exceeding virtues of the Edison product. I divide the honors, and claim some for the expense and unceasing labors of six years past. You are well aware of the persistent efforts which have been made here to establish the reputation of the Edison product. You know how I have harped on the patent rights of Mr. Edison, until the subject was worn thread-bare. Not a word has come to me from the factory for a long time past on this subject, and the only reports that reached me came from the out-side, always claiming some defeat for you.

I therefore stopped writing and talking on this topic, awaiting some information from the factory. If there is any life left in the claims, I will be glad to hear the details, and nobody will be more pleased if you succeed.

In the meantime consider our position. We have a considerable outlet for films, and can place some of other make without detriment to your interests. No other concern, so far as I know, has confined itself to your product as religiously as we have, sacrificing business which we could have had. We see other film makers establishing connections in competition with us, and some of our customers buying elsewhere subjects which we could just as well have furnished, and by doing so we could keep better track of what is going on.

When I saw Mr. Marion of the Biograph Co., after talking with you, I told him frankly that we would continue pushing your goods in preference to any other, and if at any time there should be a conflict, our interests and preference would lie with the Edison Mfg. Co. Where no conflict existed, we would do our best to sell their films, if they had merit.

The experiment has worked out as follows: our purchases from you are much above the average; we have had from the Biograph Co. about \$600 worth of films since the first, consisting of World's Fair films, and 6 prints of the "Pioneers", every one

EXCLUSIVE MAKING AND  
DISTRIBUTION OF THE  
OFFICIAL INTERSECTION VIEW  
WORLDWIDE FAIR, ST. LOUIS, 1904

TELEPHONE CENTRAL 3300

NEW YORK BRANCH  
197-199 WEST 3RD STREET

## KLEINE OPTICAL COMPANY PROJECTION APPARATUS

35 STATE STREET

MANUFACTURERS OF  
STEREOSCOPIC MAGIC LANTERN  
VIEW  
READING MACHINES FOR  
RECORD PRESERVING KINETOGRAPH  
AND FILMS  
MACHINE & LAMP OPTICAL CO. LONDON

CHICAGO, \_\_\_\_\_ 100.

of which went to 4 heavy buyers who had all of your films that they could use; also the "Brooklyn Handicap", the "Slocum Disaster"; and one print of the "Fighting the flames", which went to a customer who received the first copy of your film on the same subject which arrived.

We have sold only a few hundred feet of Pathe films this month, due to a lack of new subjects.

The bulk of our trade, that is those who allow us to influence their choice, buy your films.

We have been so closely identified with the Edison Mfg. Co. for years, that any disturbance of our relations would affect the welfare of ~~our~~ concern seriously, and it would probably require a year or two for matters to readjust themselves. You see that I do not hesitate to admit it. There are certain obligations involved on both sides, considering the past. The advertising of which you complain was voluntary on my part, and not involved in any agreement. I can therefore drop it without disturbing the peace with others; or eating crow, which I hate. As this appears to be the thing to which you object, I will stop it if you think it serious enough to take a stand on the matter. This may be considered an obligation on our part.

On the other hand, there is due us a certain consideration from the Edison Mfg. Co. because of the persistent pushing of its interests, beyond the line called for by any ordinary business agreement; and I do not think it just that any interference should be offered with my legitimate desire to increase this business to its capacity.

This is written to you personally, and I ask that you do not refer this matter to Mr. Moore, for whose judgment I have not much respect: at least as applied to Kinetograph matters. If we succeed in attaining the volume of business which I can reasonably expect—say \$5000 monthly during the winter months—it pains me to think that Mr. Moore will claim credit for it, ~~and~~ when he really has been a stumbling block because of his cheapening policy. The word "Policy" covers a multitude of dinky economics. Also his manners, which are undiplomatic to say the least, are not calculated to inspire customers upon whom he is inflicted with a burning desire to buy his goods.

If these were the days of Jim White or the Fallen Markgraf I would not have to write this letter. But life cannot all be beer and skittles. And I hope that I have not bored you.

With best wishes to you personally, I remain  
Always sincerely yours,

*Geo. Kleine*

THOMAS A. EDISON, PRESIDENT  
W. E. GILMORE, VICE PRESIDENT

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO ORANGE, N.J.

J. F. RANDOLPH,  
SECRETARY AND TREASURER.



### EDISON MANUFACTURING CO.

MAIN OFFICE AND FACTORY  
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83 CHAMBERS STREET, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

IN REPLYING ADDRESS THE COMPANY  
AND MENTION THESE INITIALS

CABLE ADDRESS:  
KURILIAN, NEW YORK.

*Orange, N.J.* August 24, 1904.

George Kleine, Esq.,

Kleine Optical Co.,

52 State St., Chicago, Ill.

Dear Mr. Kleine:

Your two letters of August 18th and 20th came duly to hand, both having reached me Monday morning on my return from the shore.

I shall take up your first letter, of the 18th, and refer to the conversation which we had when you were in New York last. I still say that you are liberty to take up other films if you choose to do so, but I never understood that you were going so far as to advertise yourself, in the same manner as you have done with us, with our competitors' goods, nor did I ever understand that your arrangement covered their advertising you as their representative in Chicago. This is the fact so far as the Biograph Co. is concerned and I must also assume that it is the fact so far as Pathe Freres are concerned. Of course you have a perfect right to make any arrangement that you like with others, but, nevertheless, the fact remains that we also have a perfect right to have it understood that you are not our Western Jobbers absolutely by referring all inquiries to you, and, as you know, it has always been my policy to have even our Chicago office turn over to you all inquiries that they received and refer all inquirers to your office. Do you think, therefore, in view of your position, that I could for one moment continue this policy for the benefit of the Biograph Co., Pathe Freres or anyone else? As I have stated above, we have never insisted upon your buying our films exclusively. When you brought the matter to my attention in New York in the case of the Biograph Co., it had reference to a certain film which they had gotten out of one of the big races known as the "Brooklyn Handicap". We did not make a film of this kind and they had something which nobody else did have; but when it comes to making a general all-around arrangement to handle their output at reduced figures the same as you are handling ours, and the same remarks would apply equally in the case of Pathe Freres, that is another question entirely. At the time you were here you brought up the fact that in your opinion we should discontinue the making of duplicate films. At the time I did not understand your reason for this, but of course I now see it, as in making an arrangement as a representative of Pathe Freres at inside prices you did not want us to interfere with theirs and your business in the West, and the fact that you gave orders

## EDISON MANUFACTURING COMPANY

To George Kleins.

Date 8/24/04.

Sheet No. 2.

at the time to send you no further copies of Pathe's confirms this.

Now, so far as the Edison product is concerned, I want to give you full credit for the work that you have done during the past six years, but it seems to me that we should likewise receive some credit for the manner in which we have treated you during that same period of time. In the first place, we must naturally conclude that if it had not paid you to handle the Edison product, you would not have continued to do so; but with the special arrangements that you have had with us you must admit that it has proven a profitable field, and, furthermore, I can only conclude that it has been growing to be a non-profitable field and consequently you find it necessary to take on these other lines of our competitors in order to help out your business. I must therefore assume that this was the principal reason why you have made these new connections and that it will eventually terminate to our disadvantage if matters are allowed to proceed as they have been and still continue operating.

As to the patent rights, I am very sorry, but I am not even to-day in a position to give you very much information. The lawyers have this entirely in hand. They may not have pushed it with that zeal that characterizes us in our commercial business, but this is something that we cannot foresee nor can we in every way regulate. Testimony is being taken and I have been advised during the past few months that "they hope to get the case ready for trial during the Fall term". I cannot move this. It is costing us a great deal of money and it has always cost us a great deal of money. Do not think because we do not advise you of the movements being made so far as the patent situation is concerned that it is for the purpose of ignoring you, but on the contrary it is simply because we could only report "progress", which seems to be a word used in legal phraseology to a much greater than a less extent.

I do not know what product you refer to when you say that you have sacrificed other business which you could have had, had you been in a position to furnish films of other makes. There are very few manufacturers of films. I know that the Biograph Co. make a great many films which they will not sell under any circumstances, utilizing them entirely in connection with their own business, both exhibition and microscope department. Speaking of the subjects that you refer to, the "Brooklyn Handicap" is nothing extraordinary and the sale has been, if anything, limited so far as I have been able to learn. As to the film entitled "Locust Disaster", we were in the same position as the Biograph Co. and could have taken a thousand feet or more, but I am very glad to say that my people used good judgment and took not one foot of it. Do you consider this a good subject for amusement purposes? I do not. As to the film "Fighting the Flames", we have something of the same kind.

Of course I can see nothing else but the gradual decrease in the amount of business that you will send us, due to your new connections, and of course I must make such arrangements as will inure to the benefit of my company, inasmuch as I have no connection with the interests of either the Biograph Co. or Pathe Freres, except in a negative way. Although you have put in some large orders with us recently, it does not for one minute change the fact that it will not continue, as of course if the inducements made you by others are more satisfactory in every way you are naturally in duty bound to yourself to work up their

## EDISON MANUFACTURING COMPANY

To George Kleins.

Date 8/24/04.

Sheet No. 3.

business to an extent that will warrant you in receiving all the emoluments that necessarily accrue from a large business of any kind. So far as you are concerned, you are one of three that have received the lowest prices ever issued in this branch of the business. We have endeavored to protect you in every possible way and you must admit that generally speaking you have received the protection that was given ~~for~~ <sup>to</sup> you personally by myself some years ago, and I have always endeavored to cement that business friendship so that you would continue to receive it, notwithstanding the approaches made to me personally by other people for an opportunity to show what they could do in the West. I have never written you about these things, nor have I said anything to you about them, simply because you started in with us in the early days and worked up a good business which was mutually advantageous and I did not for one minute consider it necessary to make a change, even though such change might have been to this company's advantage.

Now in regard to the personal remarks that you have made in your letter in relation to Mr. Moore, I think these are absolutely uncalled for. In the first place, you have met Mr. Moore once, when you were East the last time. I have interrogated Mr. Moore and others and have made personal investigations but I cannot find that anything has passed between you in the way of correspondence that would warrant any such criticism as that contained in your two communications. There must be some good reason for this which I have failed to discover, and if there is I should like to know of it. All I can say is that I have known Mr. Moore for upwards of twenty-two years and I have as yet to find in his long business career anybody that speaks of him in anything but a favorable manner. I can only infer, therefore, that since your return to the West something has developed that has turned you absolutely against him, as when you were here you did not in any way intimate your dislike to him, and I am at a loss to know what he has done that should warrant such criticisms as you have made of him.

In conclusion I can only say that I have carefully considered this matter in its entirety, and the more I think of it the more I am satisfied that this company must now make such arrangements as will prove to be for their benefit in the future, and to this end I must be permitted to make such changes as I deem wise and necessary so far as our Western business is concerned. I do not see that I can adopt any other course than the above, and it seems to me that if you will only consider it from our standpoint you will see that there is no other course left open to us.

Trusting that I will have the pleasure of hearing from you further as to this matter at your earliest convenience, I am,

Yours very truly,

WEG/TWW

Vice-Pres. &amp; Gen. Mgr.

SOLELY MANUFACTURED AND  
DISTRIBUTED BY THE  
OFFICIAL SYNDICATE OF THE  
WORLD'S FAIR, ST. LOUIS, 1904

TELEPHONE CENTRAL 3034

NEW YORK BRANCH  
187-189 WEST 11th STREET

## KLEINE OPTICAL COMPANY

### PROJECTION APPARATUS

52 STATE STREET

MANUFACTURERS OF  
KINEMATOGRAPH, MAGIC LANTERN  
VIEWS

SOLE AGENTS FOR  
KODAK PROJECTING KINEMATOGRAPH  
AND FILMS  
HARVEY & LEON OPTICAL CO. NEW YORK

CHICAGO, August 24, 1904 100

Mr. Gilmore,

Orange, N. Y.

My dear Gilmore;

The change in the attitude of the  
factory toward us since Moore has been in charge brings  
up forcibly a point which I made three years ago;  
namely, what would our relations be if there were a  
complete change of administration?

It is evident that it would not be out of the  
bounds of possibility that our efforts would be  
forgotten, or unknown, and we would be on the same  
plane as any dealer who might have purchased a few machines  
or a few hundred feet of films. I do not want to  
contemplate the possibility of being compelled to sit at  
the feet of every new man who may be put in charge of the  
department, and to have the welfare of our moving  
picture business depend upon his good will.

I have on this account considered various  
methods of securing our position in relation with your  
company and make the following proposition, which I  
consider just to the Edison Mfg. Co. and the Kleine Opt. Co.  
In making it I have borne in mind the limitations of your  
policy, which is not violated in any particular.



Mr. Gilmore.

--2--

I propose a formal agreement with the Edison Mfg. Co., which will embrace the following points;

1. The agreement to cover a period of five years.
2. We agree to buy a minimum of \$150,000 during the period of the agreement divided into ten semi-annual allotments of \$15000.00, the first half to begin September 1st, 1904.
3. We to agree not to make any allusion in our advertisements in magazines or other periodicals to competing goods except with the consent of the Edison Mfg. Co. But mention may be made in our catalogue or correspondence.
4. We to receive an additional bonus of 5% on the amount which we buy in excess of this sum, <sup>\$15000</sup> semi-annually.
5. We to deal in similar goods of other manufacture without prejudice or objection on your part.
6. Our discounts to remain as they are while present list prices obtain; but in no case is any other buyer of the Edison Mfg. Co's films and Kinetoscopes to obtain a more favored discount than we. And no other buyer is to receive from your company an equal discount, except in San Francisco and New York, unless he agrees to purchase the minimum quantity to which we bind ourselves.
7. Our name as general western selling agent to be

Mr. Gilmore.

--3--

given on your printed matter wherever your New York and San Francisco agents appear.

There are three strong reasons why I would like to have our status with your company deteriorated at this time. These are:

- (a) We have received a very favorable offer of space in a new sky-scraper now building at the corner of State and Adams St., the finest in Chicago. The plans involve a demonstrating dark room giving 75 feet for projection, a show room for merchandise, and rooms for packing, general office, private office and photographic dark room; the lease would cover 5 years. The rental to be about 25% more than we are paying now. Our present lease expires May 1st, 1905. My action in this matter will be influenced by your decision as to these points.
- (b) I am at work on our catalogue for next year. The copy has been plastered thoroughly with Edison Mfg. Co. panegyrics. This will have to go to press in three weeks.
- (c) I have laid out some expensive advertising plans for the coming winter. I enclose proof showing how the Edison Company was treated. Orders were placed for this

Mr. Gilmore.

--4--

advertisement in the October: 1)Leslie's, 2)McClure's, 3)Review of Reviews, 4)Strand, 5)Success, 6)Everybody's Magazine, 7)one insertion each month in Collier's. It was my plan to run these advertisements until April 1905.

I want to point out that such advertising as well as that which we have been putting out in other media of general circulation, benefits the sale of your goods through other channels than ourselves. We can only look for results from a limited area of territory.

I have said nothing about your referring inquirers from our neighborhood to us. Let that be a matter of good feeling without compulsion; if you prefer to deal direct I have no objection to offer.

I think that some agreement along these lines will work to our mutual benefit. I have every confidence in making the volume of our purchases much larger than \$50000 annually, but five years is a long period and I want to be conservative. The extra 5% on all above \$50000 annually will probably not pay for the effort and expense necessary to raise purchases above that figure, and I think it just; it also demonstrates that I believe our selling other lines will influence sales of your goods very little if any.

Kindly let me hear from you at your earliest convenience. With kind regards, I remain,  
Yours very truly,

*Gro. Klein*

**[ENCLOSURE]**

Copies for:  
Lislie's  
McClure's  
Review  
Strand  
Success  
Everybody's  
Colliers



**MOVING PICTURE MACHINES AND FILMS  
STEREOPTICONS AND VIEWS.**

If you contemplate going into the public entertainment business, write for information about Edison's projecting Kinetoscopes and the kind of moving picture films that attract large audiences.

**"The Great Train Robbery"**  
is earning many thousands of dollars for exhibitors, and is the greatest feature film ever offered; price \$11.00; always ready for quick shipment.

gives full information about high grade projecting  
apparatus and views.  
Exclusive Makers of the Official World's Fair  
Stereoscopic Views.  
**KLEINE OPTICAL CO., 52 State St., Chicago, Ill.**

THOMAS A. EDISON, PRESIDENT.  
W. E. DILLMORE, VICE PRESIDENT.

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO ORANGE, N.J.

J. F. RANDOLPH,  
SECRETARY AND TREASURER.



**EDISON MANUFACTURING CO.**

MAIN OFFICE AND FACTORY  
ORANGE, N.J.

**EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.**

IN REPLYING ADDRESS THE COMPANY  
AND MENTION THESE INITIALS

83 CHAMBERS STREET, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

CABLE ADDRESS:  
KURILIAN, NEW YORK.

*Orange, N.J.* Aug. 29, 1904.

George Kleine, Esq.,

Kleine Optical Co.,

52 State St., Chicago, Ill.

Dear Sir:

I am in receipt of your letter of the 24th of August and have looked over the proposition submitted by you, and have also taken some up with Mr. Edison. I regret very much to say, however, that we are not prepared to enter into any such agreement as you propose in this communication; in fact, Mr. Edison is absolutely opposed to making any contracts of this kind.

I wrote you very fully under same date as your letter and you doubtless have my communication, which I trust you will consider carefully and let me hear from you regarding same at your earliest convenience.

There is a possibility that I may be compelled to run out to Chicago within the next week or ten days on other matters, and in that case I shall of course look you up so as to discuss this entire subject.

Yours very truly,

WED/TW

Vice-Pres. & Gen. Mgr.

Mr. W. F. Gilmore:

10-18-'04.

In answer to the attached letter I herewith attach  
copy of letter written to Mr. Jas. H. White, under date of :

" Oct., 10th, 1904."

Mr. Jas. H. White,  
Managing Director,  
The National Phonograph Co., Ltd.,  
No. 25 Clerkenwell Road,  
London, E.C., Eng.

Dear Sir:- We cabled you on the 7th instant, not to buy any more Pathe  
films. You are no doubt aware that Pathe Freres have opened a branch  
office in New York City, and we find that by the time that the Pathe films  
which you purchase for us in London, reach us, that the demand has been  
filled to a large extent by their New York Office. This office naturally  
receiving the first prints and preference in shipment."

A. T. M.

[ENCLOSURE]

*film*  
Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone No. 6050, HOLBORN.

TRADE  
*Thomas A Edison*  
MARK

Cable Codes Used: A.S., A.B.C., COMMERCIAL,  
LIEBHAF, AND HUNTING'S.

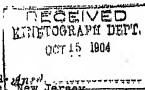
**EDISON MANUFACTURING CO. Ltd.**

(FACTORY: ORANGE, N.J., U.S.A.)

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

25 Clerkenwell Road,

London, E.C.



7th October, 1904.

W. E. Gilmore, Esq.,  
Orange, New Jersey

Dear Sir,

I am just in receipt of your cable of even date reading as follows:-

"Randomly, London. Stop buying Pathé. Gilmore".

I interpret this cable to mean that you wish me to discontinue the purchasing of films manufactured by Messrs. Pathé Freres, and pending receipt of your confirmation by letter we shall purchase no more films manufactured by this Company for your order.

Very truly yours,

*J. H. White*  
Managing Director.

*Have you written him?*  
*M.B.*  
*23*  
J.H.W./L.D.

film 1904 M.P.  
*Legal Department.*

*Thomas A. Edison  
National Phonograph Co.  
Edison Manufacturing Co.  
Bates Manufacturing Co.  
Edison Storage Battery Co.*

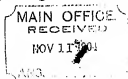
*Telephone 400 Orange  
"Call to the main telephone, Orange"*

*Frank L. Dyer, Counsel  
Frank E. Bradley  
John H. Holden, Assistant Counsel*

*Subject:*

*McCoy v. Orange, N.J.* Nov. 10, 1904.

W. E. Gilmore, Esq.,  
National Phonograph Co.,  
Orange, N. J.



Dear Sir:-

I enclose herewith a copy of the reports handed in  
by Mr. McCoy on the various dealers in infringing films.

Yours very truly,

*John H. Holden*

DR/MM.

Enc.



[ENCLOSURE]

REPORT OF MR. MCCOY.

November 1, 1904.

Pathé Cinematograph Company,  
No. 42 East 23rd. Street,  
New York City.

---

Manager said that they opened up for business in this country about two months ago, and they have had so much business that they have been unable to supply the demand for their films. The films they brought over to this country, the Vitagraph Company wanted to purchase all that they had. They sold the Vitagraph Company thirty of what they brought over, the balance they wanted for other dealers and exhibitors. He said they were receiving a great many orders for their films from dealers and exhibitors from all parts of the country. When they came over to this country they did not know what the public wanted, but said they are getting acquainted with what is required here now, so much so, that they will have a full plant in operation here in the city about January 1, 1905, as they think there is a growing trade in this country for their goods. He said that the Pathé Company is a very wealthy company, and that they employed in their factory more than 2,000 people and they are thinking of opening a branch of their manufacturing business here in this country for to manufacture all the goods here that

[ENCLOSURE]

they make in their factory on the other side, as they are the largest manufacturers of cameras and camera supplies in Europe, and think they could build up a good trade for their cameras in this country. He said that they manufactured everything in their factory on the other side, except the film strips which they purchased from the Eastman Company, but they will make the film strips in their factory here when they open up. He said that the Pathe Company made the best moving picture films that are on the market to-day, and that all the other companies copy from the Pathe company. The Edison Company copy our films, and take the wording from our catalogue word for word, but we do the same from their English catalogue, as it saves us time and expense for us to cut out what we want from their catalogue. He said that could be done on account of the copyright laws. He was trying to explain to me the copyright laws between the different countries, why this and that could be done. He said that they had one film that cost them more than eight thousand dollars - The Life of Christ - They will not sell that film unless the purchaser will give them a guarantee that they will not have it duplicated or let others duplicate the film.

They have hopes of doing a large business here in this country. They would have opened up a manufacturing plant here several years ago if they could have gotten their men to come to this country. He said they did not like to come across the water.

[ENCLOSURE]

They are arranging to bring over the number of men that they will require to start manufacturing their goods here next year

PATHE PHONOGRAPHS

He said that the moving picture business, and the phonograph business go together, and that they have a Phonograph Parlor in Paris where the people can go in and sit down in very comfortable chairs and listen to 50 records if they want to, and also see the moving pictures for 5¢. He said that the Pathe Company was the largest manufacturer of phonographs and phonograph records in Europe, and that they sold a great many phonographs and phonograph records and they have a lawyer now in Washington, D.C. looking up the patents on phonographs and phonograph records. If they can manufacture phonographs and phonograph records, they are going to do that in their factory here in this country, when they open up their manufacturing plant, if the law will allow them to do it, as they think there is room in this country for their phonographs, and they would like to get some of the trade in the phonograph and phonograph record business. He said that they have been inquiring in regards to the business being done by the National Phonograph Co. and the Columbia Phonograph Company, and from the information he received, both companies are doing an enormous business he said, and they think it would pay them to go into the business of manufacturing and selling phonographs and records. He said the parlors in the

[ENCLOSURE]

city were doing a much better business than the parlors in Europe. He said over there the people are getting tired of them as the novelty of the phonograph is wearing off, but this country is taking it up and phonograph parlors are paying here in New York City from what he could hear.

[ENCLOSURE]

November 1, 1904.

BERNHARD SCHNEIDER,  
AMERICAN CINEMATOGRAF CO.

No. 109 East 12th St., N.Y.

Mr. Schneider said that he was a dealer in second hand films - Paley & Steiner, Edison's and Pathe films, and others that are on the market for sale; and he said that he was a manufacturer of films himself, that he had been making them at home, and that he has about a dozen comic films of his own make and has a list of them that he makes up to order, as he did not keep them in stock and if I should leave an order for any number of his films and a deposit on what I would want, he would make them up in less than 48 hours.

November 2nd, 04.

I ordered from Mr. Schneider one of his films - "Simple Simon" - watching the living pictures, and paid a deposit of \$2.00 on it. He said that he was only in his place for a few weeks, as he moved here from uptown, and he would not have his full outfit in operation for several weeks yet, and that he would have to send the picture to Paley & Steiner in Brooklyn to finish it for him and that would take time, but said that he would have the film for me Friday afternoon about 4 P.M.; said that he would have his full plant in operation shortly, and there would be no delay in turning

[ENCLOSURE]

out any film of his own make in a short time, as he thinks his comic film will take amongst the trade and with the exhibitors; said that he was the agent in this country for the Pathe films, and that he could sell them cheaper than they could be bought from the Pathe Company, and that if I wanted any of their make to call and see him and he would make me a good price; said that he did a great deal of work for the Biograph Company and others who are in the business.

McCoy, Nov. 3rd. 04

Comic Films.

Anhauser Buch and Pot Cheese	100 ft. - 12¢ a ft.
Simple Simon watching the moving pictures	60 ft. - 12¢ a ft.
A Temptation with Limberger	100 ft. 12¢ ft.

[ENCLOSURE]

COPY

NEW YORK FILM EXCHANGER CO.

No. 117 NASSAU ST. U. Powers, Manager.

---

Mr. Powers said that they sell all makes of films - Edison, Pathe, Lubin's and Paley & Steiners and others, and that if they received an order for any special film they give it out to any of the above manufacturers of films. They said that it wouldn't pay them to make the films, as they are doing work for most of the manufacturers that are in the moving picture business. They have catalogues of all the companies that are in the business and they let their customers select what they may want. Said that they are satisfied with the business they are doing and they do not care about taking any pictures, as they think there is enough of them in the business now.

McMcCoy, Nov. 3rd, 04.

[ENCLOSURE]

Move. 3rd 04.

GEORGE MELIES GENUINE AND ORIGINAL STAR FILMS

204 East 38th St.

Gaston Melies, Manager.

Mr. Melies said that he had a camera with which he could take two negatives with - one he would keep here in his place, and the other he would send to his brother in Paris. He did not have any short films in stock, the shortest that he had was 175 feet. I did not purchase any, will call and see him again.



[ENCLOSURE]

COPY

November 7th 04.

The American Vitagraph Company,  
No. 116 Nassau Street, N.Y.

They have not sold any films for more than a month, but they were renting films until 10 days ago. They will not sell or rent any films. What films they are making now they are using in their business, as they are strictly in the exhibiting business, and have a large trade among the theatres in all parts of the country, and are trying to get the control of that branch of the business, which they think will pay them better than selling or renting their films. I saw the young man who is in the film branch of their business. --

New York Film Exchange Co. No. 117 Nassau Street.

They made the camera that is used by Paley and Steiner and the printing machine that they use, and they have made printing machines for others who are in the film business.

[ENCLOSURE]

SELIG POLYSCOPH COMPANY

43 Peck Court,  
Chicago, Ill.

LUBIN,

21 South 8th Stree,  
/ Philadelphia, Pa.

The above are the largest manufacturers and dealers in  
films outside of New York City.

## STATE OF NEW YORK.

Office of the Secretary of State,

Albany, *Nov 16 1904**Frank L. Ryan Esq**Orange N.J.*

Dear Sir:

Your letter of the *15* inst.  
is received. Diligent search and exami-  
nation of the indices in this office have  
been made, and no certificate of incor-  
poration of

*Pathé Cinematograph*  
*Company*

can be found. Domestic or Foreign

Yours respectfully,

*James F. Smith*  
Secretary of State.

Telegrams & Cable: "RANDOMLY, LONDON."  
Telephone No. 6050, HOLBORN.



Cable Code Used: A.L., A.R.C. COMMERCIAL,  
LIEBKE'S, AND HUNTING'S.

## EDISON MANUFACTURING CO. Ltd.

(FACTORY: ORANGE, N.J., U.S.A.)

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

25 Clerkenwell Road,  
MAIN OFFICE  
RECEIVED  
London, E.C.

PERSONAL.

DEC 18 1904

ANS

12/17/04  
and December, 1904.

W. E. Gilmore, Esq.,  
Orange, New Jersey.

Dear Sir,

I enclose you herewith letter dated November 21st written by Mr. A. T. Moore, Manager of the Kinetograph Department. I am somewhat at a loss to understand what Mr. Moore is driving at unless it is that he is under the impression that this office is subject to his instructions or dictation. If so, I would ask you to advise him to the contrary.

As to our being acquainted with the fact that all Melies' films are copyrighted in America, I do not see how Mr. Moore expects us to know this unless it is that he assumes we have dreamed it, and it appears to me that it would be a good plan for the Kinetograph Department to keep us advised on matters of this kind rather than to assume "after mistakes have been made" that we should or should not know what is going on in America in the film business. Some time ago we received a cable from you advising us to discontinue the purchase of Pathe films. We acknowledged the receipt of your cable immediately, and from that day until now no Pathe films whatever have been purchased by this Company, therefore I am at a loss to understand the position Mr. Moore assumes. Of course it goes without saying that we will not make further purchase of Melies' films for your order, and had we been previously advised we would have discontinued doing so precisely the same as in the case of Pathe films.

I think you know that we have always been willing to co-operate with the Orange office in every way to the end of purchasing the best films here that the market affords, and we are most willing and anxious to continue doing so, but if we are not advised of the conditions which prevail on your side of the ocean I do not see that

Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone, No. 8050, HOLBORN.



Cable Codes Used: A.S., A.B.C. COMMERCIAL,  
LIREN'S, AND HUNTING'S.

## EDISON MANUFACTURING CO. Ltd.

(FACTORY: ORANGE, N.J., U.S.A.)

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

25 Clerkenwell Road,

London, E.C.

can be blamed for mistakes which may occur in connection with the purchase of these films.

I, furthermore, wish to say that in corresponding with the Kinetograph Department of the Edison Manufacturing Company, I have always endeavoured to make my communications courteous, and I expect the same treatment in return. If Mr. Moore cares to address a polite communication to me on this subject it will give me pleasure to answer it, but I do not and will not accept any such communication as this. I wish it distinctly understood that I shall not acknowledge this letter in any way, shape or form. This is the first time I have ever received a discourteous communication from anyone connected with the Edison interests (with the exception of a previous letter from Mr. Moore) and I certainly do not think I am called upon to accept letters of this kind.

I regret to trouble you with this matter but feel that I cannot allow myself to address the writer of this letter in acknowledging it, especially as it is not the first letter of the kind I have had from him.

Very truly yours,

*J. H. White*  
Managing Director.

J.H.W./L.D.

P.S. I might also advise that the advertisement of the New York "Clipper" describing the "Whirling of the Worlds" which Mr. Moore mentions as having been recently mailed to us, was not mailed until after our advice of the purchase of this film.

[ENCLOSURE]

THOMAS A. EDISON, PRESIDENT.  
W. E. GILMORE, VICE PRESIDENT.

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO ORANGE, N.J.

J. F. RANDOLPH,  
SECRETARY AND TREASURER.



**EDISON MANUFACTURING CO.**

MAIN OFFICE AND FACTORY  
ORANGE, N.J.

**EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPE AND FILMS.**

IN REPLYING ADDRESS THE COMPANY  
AND MENTION THESE INITIALS

83 CHAMBERS STREET, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

CABLE ADDRESS:  
KURILIAN, NEW YORK.

ATM/WST.

*Orange, N.J.* Nov., 21st, '04.

Mr. Jas. H. White, Managing Director,

The National Phonograph Co.,

London, Eng.

Dear Sir:--

We have just received the film "Whirling of the Worlds", referred to in your letter of Nov., 2nd.,. We recently sent you an advertisement appearing in the New York "Clipper" of October 19th, referring to this same film. We cannot understand what possible excuse could be offered for purchasing this film. You undoubtedly know, and if not you certainly should know that all Melies films are copy righted in this country, and that the film is absolutely useless to us for copying purposes.

In order to be sure of our position, and not to depend upon the general information which we have on the subject of Melies films copyrighted in America, we had a search made at Washington, and to day are informed that the film in question was copyrighted on Oct., 12th, 1904. Mr. Waters had purchased one of these films from the New York Office of Geo. Melies, some three weeks ago. The price of the film in New York City, is \$210. We note that you paid \$216. for it in London, to this must be added the duty and other charges amounting to \$60.70, making a total of \$276.70; which, under ordinary circumstances, would be absolutely thrown away. Fortunately, we have a source through which we can dispose of this film at a net loss to us of \$66.70. If you can give us any valid

[ENCLOSURE]

Mr. Jas. H. White,

11-21-'04.

- 2 -

reason for purchasing this film, or for purchasing any foreign films which are copy righted in America, we would be pleased to hear from you.

In order to avoid a repetition of this mistake, you will please not purchase any more Melies films. We cabled you and wrote you some time ago, not to purchase any more Pathe films, but since that time we see we have received three or four Pathe films. It seems necessary for us to repeat our former instructions which we now do. In the future, do not purchase any Pathe or Melies films for this department.

Yours very truly,

EDISON MANUFACTURING COMPANY,

Kinetograph Department,

*Alex. D. Moore*  
Manager.

(Direct-Dio.)

Telegrams & Cables: "RANDOMLY, LONDON,"  
Telephone No. 6050, HOLBORN.



Cable Codes Used: A.L., A.R.C. COMMERCIAL,  
LIEBEN'S, AND HUNTING'S.

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EDISON PROJECTING KINETOSCOPES AND FILMS.

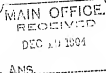
25 Clerkenwell Road,

London, E.C.

7th December, 1904.

Alex. T. Moore, Esq.,  
Orange, New Jersey.

Dear Sir,



I have been watching very closely the matter of film sales for the past month or six weeks, and feel very sure that we can do a large business here in films provided we can arrange to make local pictures to keep the trade interested in our product, and by this means I thoroughly believe we can get into direct touch with the exhibitor and sell our product direct rather than effect sales through dealers as we have been doing in the past.

My proposal is that we begin making local pictures early next spring, just as soon as the weather will permit, and as I want to take this matter vigorously in hand I very much wish you would let me know as soon as possible what you can do as to furnishing us with a good up-to-date camera suitable for taking the best possible negatives.

I have previously discussed this matter with Mr. Gilmore and have a man in view whom we shall probably engage in February or March. By having this man give special and strict attention to the film business I believe we can not only sell a large number of



Telegrams & Cables: "RANDOMLY, LONDON,"  
Telephone No. 5050, HOLBORN.



Cable Codes Used: A.L., A.B.C. COMMERCIAL,  
LITTON'S, AND HUNTINGTON.

**EDISON MANUFACTURING CO. Ltd.**

(FACTORY: ORANGE, N.J., U.S.A.)

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

25 Clerkenwell Road,

London, E.C.

prints from local pictures which we take here, but also increase  
very materially the sales on pictures which you are sending over  
from America, some of which I must say have been very fine of late.

I would appreciate very much your giving this attention as  
early as possible and writing me fully by an early post.

Very truly yours,

A handwritten signature in dark ink, appearing to read "J. H. W. / L. D.", written in a cursive style. Below the signature, the words "Managing Director" are printed in a small, sans-serif font.

J.H.W./L.D.

M.P. - Sales (1904.)

1904.	Edna	PK	Bud	F.M.	SS.C.	B.Ma	Totals.
Jan	54231	302.16	15.85	59.69			72408
Feb	778.40		18.63				792.03
Mar	1703.90	100.05	44.12				1848.07
Apr	1416.20	26.85					1443.05
May		894.53					894.53
June		80.13	87.46	52.14			219.73
July	63232	1.22	26.64				66.78
Aug	673.32	75.14					748.46
Sept	1429.95	32.93	5.92				1528.80
Oct	426.95	33.33					388.62
Nov	2188.40	232.63	107.21				2578.24
Dec	1125.80	331.34	57.11	8.69	40.95		1618.89
Jan 1905	1485.60	309.57					1794.57
Feb	277.20	330.72	20.68	115.29		10.67	552.64
Mar	1153.33	241.50	33.06				1428.09
Apr	1685.07		42.21	17.00			1744.28
	1472.62	2657.50	759.47	22.23	40.95	10.67	17895.52
London							

**SPECIAL ANNOUNCEMENT.**

# The Great Train Robbery,

ORIGINAL EDISON FILM.

740 FEET

\$75.00

We have FIVE of these films guaranteed to be in perfect condition. First come, first served. Also the following list of films at bargain prices while they last. Every film guaranteed.

**Buster Brown Series.**

Rube and Mandy at Coney Island,

Romance of the Rail,

Life of an American Fireman,

Skirmish Between Russian and Japanese Advance Guards,

Battle of Chemulpo Bay,

Jack and the Beanstalk,

Uncle Tom's Cabin,

Russian Outposts Attacked by Japanese,

Capture and Execution of Spies by Russians,

Lookout at Port Arthur,

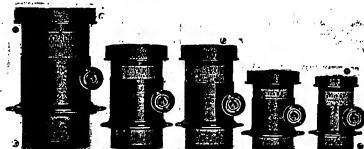
Tourists Climbing Mt. Blanc,

Life of Napoleon.

**THE KINETOGRAPH COMPANY,**

No. 41 EAST 21st STREET, NEW YORK CITY.

# LENSES FOR STEREOPTICON VIEWS



Standard 4-5  
\$32.00

Standard 2-3  
\$21.00

Standard 1-2  
\$14.50

Standard 1-3  
\$12.00

Standard 1-4  
\$7.00

There are so many objective lenses on the market that are merely substitutes for what they ought to be that exhibitors of moving pictures and stereopticon views who are not experts in optical engineering, usually select lenses without knowing how much better they can be done with other quality objectives. The above illustrations show the lenses which are recognized as standards, with prices for the best quality.

The one at the left has the aberrant focus, and it therefore shows distortions from the left to the right the focus lengthens and the objective are used at gradually increase the distances.

In order to obtain the best possible illumination on the screen the larger distance objectives should be larger than it is way the diameter of the lens is greater than the image distance.

The standard one-quarter size objective projects a stereopticon view whose size equals the distance between instrument

and curtain, and can be used at any distance up to fifty feet.

The standard one-third size objective projects a stereopticon view whose size equals one-third of the distance between instrument and curtain.

The standard one-half size objective projects a view whose size equals one-half of the distance between instrument and curtain.

The standard two-thirds size objective projects a view whose size equals one-quarter of the distance between instrument and curtain.

The standard one-quarter size objective projects a view whose size equals one-fifth of the distance between instrument and curtain.

As the standard large focus objectives are expensive, the same focus is frequently put up in a smaller mounting, either one-quarter size or one-half size, which follows the rule, when the four-quarter focus is put up in a one-quarter size mounting the illumination

is greatly reduced, when put up in a standard size mounting the results are fair when the view picture is of very short focus, and therefore put up in a mounting either one-quarter size or smaller.

In addition to these standards but we have distances in inches of objectives for various distances, however every practical objective and curtain is so given in the order sheet, one to eight, due to nine, and one to ten.

Our catalogue explains these matters in detail.

Our No. 200 dissolving stereopticon and No. 200 single lantern will take any of the standard objectives from the one-quarter size to the four-quarter size.

We can supply Edison Kinetoscopes with large distance stereopticon objectives, in the standard size mounting, if the lenses that accompany the instruments provide the large picture at long distances.

## KLEINE OPTICAL CO.,

SPECIALISTS IN  
PROJECTION APPARATUS,

General Western Selling Agents Edison Kinetoscopes and Films.



SPECIAL SELLING AGENTS BIOGRAPH FILMS AND PATHE FRERES FILMS.



New York Office: 127-129 West 32d St. 52 STATE ST., CHICAGO, ILL.

*Will cut this out for the present.*

*Leaf from met  
with's clipper  
Hunt to prove this  
m.r.k.*

**1904. Patents (D-04-25)**

This folder contains correspondence and other documents relating to foreign and domestic patent applications, patent litigation, and other patent matters. Most of the material consists of letters from Sigmund Bergmann and Frank L. Dyer regarding foreign storage battery patents.

Approximately 50 percent of the documents have been selected. Items not selected consist of routine correspondence about application fees or other patent matters and statements of account with the Brandon Brothers, French patent agents.

Bergmann

Edison, N. Y.  
Jan. 25, 1904

T. A. Edison,

Have bought and paid for you,  
exclusive rights, German Nickel Plating  
Patents for \$2375.

Bergmann,  
Berlin

*Fulgura*

*1/26/04*

*All right many thanks*

*Edison*

4000-5-04.

TELEPHONE NO. 30 TUCKAHOE.

CABLE ADDRESS,  
RUTHERFORD, BRONXVILLE.

A. S. G. COBB, (2ND EDITION) 1898.

This Company's goods secured the only Gold Medal in its line at the Paris Exposition, 1900, and the only medal in its line at the Chicago Exposition, 1893.

Field rheostats, enamel type, for any field from 1 to 1000 ohms.

Enclosed, sand box type, motor starters, with automatic "no voltage" release.

Enclosed, sand box type, motor starters, with automatic "no voltage" release and interlocking automatic circuit breaker.

Motor speed-controllers, equipped with any desired automatic features. Resistance in form of enameled pottery tubes.

Motor speed-controllers, enamel type, (edge-wire ribbon).

Circuit breakers, single or double pole, from 5 to 200 amperes.  
UNIT type: Actuated by minimum and maximum amperes.  
FUSE type: Actuated by minimum voltage and maximum amperes.  
Reverse current circuit breakers.

Theater dimmers, 2 amps to 2000, plain or interlocking.

Resistance units, 50, 75, 100 and 250 watts continuous duty. Any ohms from 1 to 2000.

Half a million articles of our manufacture in daily successful operation.

Apparatus protected by over 50 fundamental patents.

A comprehensive stock always carried in London by Gilbey & Lang, and in Chicago by P. H. Ruel & Co.

WARD LEONARD ELECTRIC CO. 1904  
BRONXVILLE, N. Y., U. S. A.

*Answered May 26/04*  
*Write & say that I propose to have all my rights in the patent office that this law gives us & that I am going to fight something that may come out of it.*  
 Mr. Thomas A. Edison,  
 Orange, N.J.  
*2*

Dear Mr. Edison:

I think that all those who are trying to protect their inventions by United States patents owe sincere thanks to you for the steps you are taking in the reported investigation *at the Patent Office*.

If you desire any concerted action by those who agree with you, you can count me in, for my fifteen years experience with the Patent Office has convinced me thoroughly that the real first inventor too frequently fails to secure the protection which Congress intended that he should receive.

I am convinced that the present laws, rules of practice and methods, frequently delay improperly the date when the public gets the benefit of the invention and that fraud, both inside and outside of the Patent Office, is put at a premium, with the result that great injustice is often done to inventors, and especially to inventors of moderate means who are unable to contest with the wealthy larger corporations, the expensive interferences in which every inventor finds him entangled.

WARD LEONARD ELECTRIC CO.,  
BRONXVILLE, N. Y., U. S. A.

T.A.E.

-- 2 --

It seems to me ridiculous to imagine that absolute secrecy and honesty can be found in men in the Patent Office when banks and all other concerns can only protect themselves against tangible property being stolen by Employers Liability Insurance and various forms of bonds.

This country has outgrown its patent system, which probably offered good protection during the days before the advent of the telegraph and the railroad and before the time when such a concern as the General Electric-Westinghouse was using its immense wealth and its organized army of inventors to monopolize, by all means known to the art, the patents in its line.

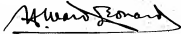
We need a radical change in the patent law and practice, or else the best inventors will go to the protection of secret process and walled factories for protection, instead of the United States Patent Office.

With kind regards and wishing you success in your efforts at the Patent Office, I remain,

Yours very sincerely,

H.W.L.

No Enc.





TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIEBENS CODE  
and ABC, 4th. & 5th. Editions.



Bnn/M.  
Machine Department.

## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-22 OUDENARDE STR.

BERLIN, N. 5th. August. 1904

Hermann Dick Esq.,  
Edison Laboratory,  
Orange N.J.

*Hold for  
H. Dick Esq.*

### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

#### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

#### Automobile Motors.

Alternating Current Machinery  
for all Standard Voltages and  
Periodicities.

### Generators, Motors and Transformers

for Single, Two and Three Phase Current.

Controllers and Resistances  
for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

### Electric Ventilators Exhaustors

High Pressure Blowers  
Ventilating Fans  
for Direct and Alternating Current.

My dear Dick,

I only received your favor of July 13th.  
two days ago, on my return from a few weeks vacation.

I gladly give you the information you want  
to get on the situation of the Edison battery, but I  
cannot give you more than the Patent Attorney. There  
are six Patents definitely issued which have appeared in  
print.

No. 137142.

Electrode for storage battery, on which the  
metal carrying plate is provided with larger size punch-  
holes, in which the pockets, filled with active mass,  
are secured by punch pressing.

Given out on the 13th. December 1902.

No. 142098.

Electrode plate for Alkaline Zinc Accumulators.

Given out on the 26th. May 1903.

No. 147468.

Accumulators Electrode with Graphite admixed  
to the active mass.

Given out on 4th. March 1904.

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

- 2 -

No. 151446.

Accumulator Electrode with the pockets enclosing the active mass into openings of the grit plate.

Given out on May 17th. 1904.

This refers to proceeding, pressing the pockets with the active material into the grit, at the same time corrugating and convexing the pockets.

No. 151004.

Method and Press for the simultaneous pressing of several objects.

Given out on May 7th. 1904.

This patent refers to the press and method of pressing the complete set of pockets at one time into the grit, the pressing die, however, being so arranged, that the pressure will be exercised independently on each pocket, so that slight differences in the quantity of the mass will not cause any difference in their density.

No. 152177.

Metal vessel with corrugated walls for electric accumulators.

Given out on June 4th. 1904.

I suppose you are familiar with all these through the Patent lawyers.

There are yet six cases pending, all of them being allowed by the Patent office, but not yet issued.

Pleased to give you any further information as far as it is in my possession. I remain with kind regards,

Sincerely yours,

*S. Bergmann*

Edison Battery patents.

Oct. 6, 1904.

S. Bergmann, Esq.,

Hotel Astor, B'way & 44th St.,  
New York, N.Y.

Dear Mr. Bergmann:-

Enclosed I beg to hand you the two schedules of German, Austrian and Hungarian patents and applications relating to the Edison Storage Battery and which are referred to in Mr. Edison's letter to you. German case, folio 125, on the combination of iron and nickel has been definitively granted and the patent will soon issue. Austrian applications, folios 145 and 161 respectively, have been provisionally allowed, and unless opposed the patents may be expected on those cases.

I thought it best not to refer to these facts in the two schedules because if for any reason, the patents did not issue, it might embarrass you. I am making arrangements now to take out a number of additional patents in Germany, Austria and Hungary on the more recent improvements.

Yours very truly,

FLD/ARK.

[ENCLOSURE]

SCHEDULE "A".

- GERMAN PATENTS -

- Folio 67 - Storage Battery, dated May 22, 1901, No. 137,142.
- Folio 140 - Storage Battery, dated October 9, 1901, No. 142,098.
- Folio 142 - Storage Battery, dated February 6, 1901, No. 147,468 (division of folio 125).
- Folio 154 - Multiple Compressing Dies, dated January 7, 1903, No. 151,004.
- Folio 156 - Electrodes for Storage Batteries, dated January 7, 1903, No. 151,446.
- Folio 214 - Containing Receptacle for Storage Batteries, dated January 7, 1903, No. 152,177.

[ENCLOSURE]

- AUSTRIAN PATENTS -

- 
- Folio 97 - Storage Battery, dated July 1, 1902, No.10,321.
  - Folio 98 - Accumulators, dated July 15, 1902, No.10,312.
  - Folio 99 - Accumulators (magnesium) dated July 15, 1902,  
No. 10,313.
  - Folio 133 - Storage Battery, dated January 15, 1903, No.12,177
  - Folio 144 - Storage Battery, dated June 15, 1903, No.15,252  
(division of Folio 124).
  - Folio 146 - Storage Battery, dated June 15, 1903, No.15,234.
  - Folio 147 - Storage Battery, filed May 8, 1902, issued Au-  
gust 1, 1903, No. 15,248 (addition to patent  
No. 10,321 and limited to duration of  
same.)

[ENCLOSURE]

- HUNGARIAN PATENTS -

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- Folio 52 - Storage Battery, dated February 5, 1901, No.23,677.  
Folio 137 - Storage Battery, dated May 21, 1901, No. 30,334.  
Folio 185 - Storage Battery, dated January 6, 1903, No.  
28,911.  
Folio 211 - Multiple Compressing Dies, dated May 15, 1903,  
No. 28,769 (division of Folio 185.)  
Folio 212 - Process of Making Electrolytically Active Finely  
Divided Iron, dated May 15, 1903, No.28,770.

[ENCLOSURE]

SCHEDULE "B".

- GERMAN Pending Applications -

- Folio 125 - Storage Battery, filed Feb. 5, 1901.
- Folio 134 - Storage Battery, filed May 21, 1901.
- Folio 135 - Storage Battery, filed May 21, 1901.
- Folio 139 - Storage Battery, filed May 25, 1901, (Division of Folio 125).
- Folio 143 - Storage Battery, filed October 24, 1901 (division of Folio 125).
- Folio 153 - Crate or Tray for Storage Battery, filed January 6, 1903.
- Folio 155 - Reversible Galvanic Batteries, filed January 6, 1903.
- Folio 157 - Separating Mechanically Entrained Globules from Gases, etc., filed January 6, 1903.
- Folio 158 - Reversible Galvanic Battery, filed January 6, 1903.
- Folio 213 - Means for Preventing Explosions in the Operation of Storage Batteries, (Division of folio 157), filed June 15, 1903.
- Folio 215 - Process of Making Electrolytically Active Finely Divided Iron, filed June 15, 1903, (division of folio 158).

[ENCLOSURE]

- AUSTRIAN Pending Applications -

- Folio 145 - Storage Battery, filed March 8, 1902.
- Folio 159 - Storage Battery, filed January 6, 1903.
- Folio 160 - Crate or Tray for Storage Batteries, filed January 6, 1903.
- Folio 161 - Multiple Compressing Dies, filed January 6, 1903.
- Folio 162 - Reversible Galvanic Battery, filed January 6, 1903.
- Folio 163 - Electrode for Storage Battery, filed January 6, 1903, allowed, and will be patent No. 17,859.
- Folio 164 - Separating Mechanically Entrained Globules, etc., filed January 6, 1903, allowed, and will be Patent No. 17,857.
- Folio 165 - Reversible Galvanic Batteries, filed January 6, 1903.
- Folio 275 - Process of Manufacturing Iron Electrodes for Accumulators, filed March 1, 1904 (division of folio 165). (Addition of patent No. 10,321.)



S. B. P. 101  
TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIEBERS CODE  
and ABC, 4th. & 5th. Edition.



## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDE STR.

BERLIN, N. - 26th Nov. 1904

Dr/W  
Machine Department.

THOMAS A. EDISON, Esq.,  
Orange, N.J.

### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

#### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamos, Belmotors, Boosters.

#### Automobile Motors.

### Alternating Current Machinery

for all Standard Voltages and  
Periodicities.

### Generators, Motors and Transformers

for Single, Two and Three Phase Current.

### Controllers and Resistances

for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

### Electric Ventilators

#### Exhaustors

### High Pressure Blowers Ventilating Fans

for Direct and Alternating Current.

Dear Mr. Edison,

I have been in Berlin since Tuesday morning, the 22nd inst, and expect to remain here until Saturday December 3rd. We have already had hearings before the Appeal Board on the cement cases. The applications covering use of two nozzles and also on the sectional kilns with asbestos lining are substantially allowed.

The allowance of the principal application on the long kiln has been deferred pending the production of evidence to demonstrate its efficiency. When this evidence is furnished, I think the case will be allowed. We will be given from six months to a year in which to furnish the evidence, and I will ascertain just what kind of evidence the Patent Office wants. On the whole I think satisfactory patents will be eventually secured in connection with the cement cases.

On the battery, practically all of the important patents have now been obtained. Among these are

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-2-

- (1) The combination of nickel and iron.
  - (2) The mechanical construction.
  - (3) The use of flake graphite.
  - (4) The corrugated and concave pockets;
  - (5) The can with corrugated walls;
  - (6) Crimping the pockets in position within the grid;
- and (7) the multiple compressing dies.

The main application on the iron electrode, covering broadly the use of ferrous oxide or a lower oxide as the starting material has been allowed, but this application has been opposed and the hearing on the opposition is set for December 3rd, which I will attend. There seems to be a general fear that this particular claim will not be granted, but I expect to at least secure a claim on reducing <sup>of</sup> hydrogen and subsequently flooding with water. The application on the use of mercury has also been allowed, but this application has also been opposed, although I think the opposition will be unsuccessful.

The only drawback we have had so far has been the rejection of the application on the nickel electrode, in view of prior patents disclosing nickel oxygen compounds for use as depolarizing masses. This rejection however, appears to be fully justified under the German practice, and in view of the allowance of the broad patent on the combination, it does not matter.

On Thursday I had an interview with the Examiner in charge of the application on separating valve, and he promised to allow that case also. So that now all the important patents are out of the

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-3-

way, and the general opinion is that our protection is exceptionally good. Mr. Bergmann is entirely satisfied with the patent situation. The only obstacle that, so far, has been encountered is in connection with the Jungner patent, but this is more newspaper talk than anything else. A number of articles have appeared, inspired, no doubt, by the Jungner interests, stating that the Edison Battery infringes the Jungner patent. I have explained to Mr. Bergmann that we do not infringe the Jungner Patent, because since we use a hydrate on one pole and an anhydrous oxide on the other pole, our electrolyte undergoes changes in concentration and is therefore not unchangeable in the sense contemplated by Jungner. Furthermore, the Jungner patent is in my opinion invalid in view of the prior disclosure in the patent to Darrieus. In view of this fact, it has been decided to bring a suit against the Jungner patent, to have it declared invalid, and this suit will be brought ~~right away~~, before I leave Berlin. It is necessary to bring the suit promptly, not only because of the Statute of Limitations, but in order to off-set the unfavorable newspaper criticism, *and also to frustrate the Jungner people in suing us, which they will surely do.*

Mr. Gilmore has no doubt told you that the Gamage case has been settled. I am sorry the settlement includes the payment of any money to Gamage, although practically all of the money must be spent in the advertisement of our goods. The only credit I can take on myself is in insisting that the case had to be settled and that any settlement had to include an injunction against Gamage.

I have substantially completed arrangements for the handling of your patent work by direct agents. Messrs. Brandon Bros.

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-4-

have agreed to take charge of cases in countries where applications are not examined. Dr. Sell will handle cases directly in Germany, Austria and Hungary. I expect to have the Swedish agent meet me here in a few days to complete arrangements regarding the Scandinavian countries. These arrangements will make the work cheaper, and I think, business will be handled more effectively.

I have had no opportunity as yet to see anything of Europe, but I hope to before returning, which will probably be on December 17th by the "Campania".

I hope that your health is good.

With best wishes,

Yours truly,

*Frank L. Allen*

*P. S. Bergmann has certainly got a magnificent factory here, very large and modern in every respect.*

*Battery*

**BRANDON BROTHERS**  
Established 1850  
**PATENT LAWYERS**  
PROTECTION OF INDUSTRIAL PROPERTY  
CABLE ADDRESS "ABDICANT, PARIS"

WESTERN UNION CODE  
TELEPHONE 154-93

R.H. BRANDON / NEW YORK  
D.H. BRANDON / NEW YORK  
H. BRANDON / NEW YORK  
H. BRANDON / NEW YORK

*59 Rue de Provence*  
*Paris (IX)* 6 Dec. 1904

THOS. A. EDISON ESQ.,  
Edison Laboratory,  
Orange, N.J.

Dear Mr. Edison,

I finished up my work in Berlin on Saturday, and expect to be in Paris until Saturday of this week, when I have an appointment to see the French lawyer who has charge of the suit against Pathé. In Berlin, I took up all the cement and pending storage battery applications. I have already written you about the cement cases, which are fairly satisfactory. The most important battery case relating to the iron electrode came up for hearing on Saturday, December 3, on the opposition raised by Liebenow. It was argued, first that the iron electrode was anticipated by the patent to Pollak, and second that the claim allowed by the Patent Office was broader than the original disclosure. On the subject of anticipation, the Patent Office was entirely in our favour, but on the formal question the chances are more doubtful, and it is possible that the claim may have to be narrowed. My opinion of the German Patent Office and of the German idea of justice is not very high. For instance, I find that before an appeal is heard by the Appeal Board, all the papers

Thos. A. Edison Esq.

are read over by the members of the Board, so that before any argument is made, the Board may have an entirely wrong idea of the case. Furthermore, after an application has been rejected by the examiner, and an appeal is taken to the Appeal Board, the same examiner sits as one of the three members of the Appeal Board. Also, if an applicant makes a broad claim covering his invention in general terms, and a specific claim covering his invention in specific terms, a rejection of the broad claim carries the whole case with it, even if the specific claim, if presented alone, is absolutely patentable. In addition to these peculiarities of the practice, the German examiners regard themselves as superior beings, on whom the attorneys look with the greatest awe and reverence. It is therefore not as easy to get as close to an examiner in Berlin as in Washington, but on the whole, I think that the patents that have already been granted in Germany and those which are now assured, will give entire protection.

The most serious trouble I encountered in Germany was in connection with Jungner. As soon as the German Company was formed, the newspapers came out with articles, stating that the Edison battery infringed the Jungner patent, and practically intimated that the whole enterprise was simply an American scheme to fleeced the German public. Mr. Bergmann was in a very unsettled condition, and was evidently having difficulty in explaining the situation to the Deutsche Bank. Added to our difficulties was the fact that Professor Foerster

Thos. A. Edison Esq.

expressed the opinion, first that with the combinations disclosed by Darrieus, the electrolyte was subject to change and therefore that this patent did not anticipate the Jungner patent, and second, that with the Edison battery the electrolyte was not subject to change, and was therefore an infringement of the Jungner patent. Our attorney in Berlin added to my troubles by agreeing with Professor Foerster, and still further frightening Bergmann. At this stage of the matter, Dr. Roos came down from Stockholm, and I started him to work on experiments to prove that with the Edison cell the electrolyte did in fact change in concentration. He made experiments with four cells and found the variation in concentration ranged from about 9 to 15 per cent. Whether this result is correct or not, I do not know, but it at least relieved Bergmann's mind, and I left him on Saturday feeling very much more satisfied. Before going, I gave him an opinion, of which I enclose a copy, and with which I hope you will agree. On the whole, I was impressed by the fact that Bergmann intends going ahead with the battery in Germany to the very best of his ability, but that nevertheless he is more or less unhappy and somewhat unnerved. He also seems to be afraid that changes or improvements will be made which will delay putting the battery on the market. I went all over the new factory which Bergmann has rented, and of which I enclose a photograph. Possession will be taken on January 1st, next.

Thos. A. Edison Esq.

The top floor is leased by someone else for several years, yet to come, but Bergmann hopes to get him out. The building is fire-proof, with heavy cement floors, each floor containing 3,600 square feet. The line-shafting is operated by independent motors, and I should think that the building was well suited for the purpose. The structure on the right of the main building is an outside elevator. The power house has a 250 H.P. engine with a direct connected dynamo, but there is room for an additional unit of the same capacity and for a greater boiler. Next to the power house is a good-sized blacksmith's shop. Back of the main building, the land extends about 500 feet, so that the factory can be added to if necessary. Enclosed I also beg to hand you a letter which I received at Berlin from Mr. W.N. Stewart, in reference to the Jungner battery. This man tried to see me in London, but I did not see him, and I understand from Bergmann that he is simply a meddler with nothing of value to import. I therefore did not answer the letter, but of course if Jungner does anything, or if we have occasion to sue him, Stewart may be later approached.

I have now completed all arrangements for direct agents in London, Paris, Berlin and Stockholm. The Stockholm agent tells me that the battery patents are an exceptionally good shape. In fact, with the exception of about four applications now pending, and all of which are expected to be allowed, there is only one case that has been rejected, covering the



Thos. A. Edison Esq.

combination, which has been appealed to the King. The ground of the appeal is that the combination complies substantially with the substance of the Jungner patent. I have told Dr. Roos to see the Stockholm agent and put before him the result of his experiments, showing the change in the electrolyte of the Edison battery, in order to demonstrate that your arrangement cannot possibly infringe the Jungner patent.

There are still quite a number of small matters to be attended to in Paris and London before I return, but I have engaged passage on the "Campania", sailing December 17th, and expect to reach home on the 24th. Please accept my best wishes for a pleasant Christmas, and believe me,

Yours very truly,

*Frank L. Spence*

[ENCLOSURE]

S. Bergmann, Esq.,  
Berlin, Germany.

Dear Sir:

I have had frequent occasion to consider the Jungner German patent No. 110210 and have discussed the same many times with Mr. Edison, in order to determine the proper relation of the Edison battery to that patent. Without going into details, as to the reasons for my views, I am very confidently of the opinion-

(1) that the Jungner patent is probably invalid in view of prior publications and patents discovered by Mr. Edison's experts, two of whom were employed continuously for more than two years on the search.

(2) that if the Jungner patent is not invalid, it can at best be considered as covering an advance of no practical value.

(3) that the Edison battery makes use of different active materials its mechanical construction is different, and it does not embody the suggestions of the Jungner patent, and therefore does not infringe said patent.

Furthermore, we already have an action pending for the cancellation of the Jungner patent because of failure to exploit the same in Germany, and we propose to immediately commence a new action to have the patent annulled because of prior knowledge, and in both actions I regard our chances of success as good.

In conclusion let me say that Mr. Edison is of my opinion in this matter, having satisfied himself by actual demonstration in his laboratory. Finally, since Mr. Edison has expended many hundred thousand dollars on the development of his battery, it

[ENCLOSURE]

-2-

may be reasonably assumed that he is pretty sure of his position  
in this regard.

Yours truly,

Counsel for Mr. Edison.

23

[ENCLOSURE]

45 Lansdowne Road,  
Clapham,  
London, S.W., Nov. 19-1904.

Dear Sir:-

Mr. Mills has told me that you have been in London. I am sorry that I did not see you.

I have some information which may possibly be of use in Germany.

In the winter of 1901-2 I spent some time in Jungner's works in Sweden. At this time he was actively prosecuting his claims for a revision of his U. S. Patent, so that he might include iron oxide in his claims. He did not, however, at that time have an ounce of iron oxide in

[ENCLOSURE]

2

his works, and had never succeeded in making an active oxide of iron by any process. He and all his people declared that such an oxide could not be made by any known process, and they did not believe that Edison had ever used or produced such an oxide. They were using only silver, nickel and cadmium, and although I tried in every way to get them to make up some iron oxide they declared that it could not be done and laughed at the idea. Neither at that time did they possess any flake graphite whatever, nor had they ever used any. Nor did they have in use any batteries made with metal

5

12

pockets. They used only wire gauze! Their claim as to iron was simply made on account of Edison's disclosures, but I am certain that they could not then make iron oxide similar to Mr. Edison's. I should certainly have known it if they had any, as they were very anxious to discover a method of making it. They are now making an iron-nickel-graphite cell, with pockets, but in 1901-2 they could not do this and had definitely decided to use cadmium only. Not till August, 1902, did they get a cadmium cell of even relative value, and iron came later.

[ENCLOSURE]

4

It is not stated here in the Trade that Edison has entirely failed to produce a commercial cell and that he has discontinued manufacture. These statements do much harm.

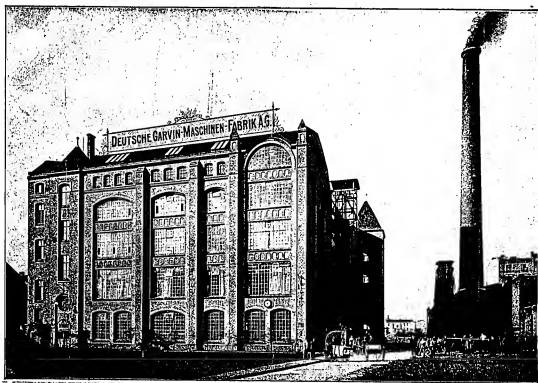
Should you return to this country within two weeks, I should be glad to see you at your Hotel and show you official curves of early Jüngner elements.

Sincerely Yours,  
W. H. Stewart.

Frank Dyer, Esq.,  
Berlin.

[ENCLOSURE]

DEUTSCHE GARVIN-MASCHINEN-FABRIK  
AKTIENGESELLSCHAFT, BERLIN N. 20.



Präzisions-Werkzeugmaschinen, Buchdruckereimaschinen,  
Hebezeuge aller Art, Flaschenzüge, Zahnrad-Fräseerei etc. etc.



Found 7/9/67 in PN-04-12-12

[1904]

My Dear Loren

In answer to Mr. Belts' remark  
about my patent you might  
call his attention to the  
fact that the patent is not  
limited to any particular  
form of a wave. Helix or  
alternating all waves from an  
induction coil are inductive  
waves, they may be straight or  
oscillating long or short of any  
form. However Mr. Belts  
is competent to draw his own  
conclusions as to the scope &  
value of the patent.

E

**1904. Phonograph - General (D-04-26)**

This folder contains correspondence and other documents relating to the technical and commercial development of phonographs. Among the items for 1904 are letters to Edison from William E. Gilmore, president of the National Phonograph Co., regarding the foreign sales and manufacture of records. Also included is correspondence with longtime Edison associate Edward H. Johnson and with President Porfirio Diaz of Mexico.

All of the documents have been selected except for duplicates.

Know how much will it cost  
me to get them fixed hoping  
to hear from you at your earliest  
convenience I remain

Very respectfully  
Mrs J. J. Robinson

Photo - neg

Lo West 13507  
New York City  
January 11/07

Mr. T. E. Brown and Co.

I have sent you  
my machine, and ask you  
if you will kindly repair  
the needed parts the rest  
of the machine is in good order  
as I did not send it I have  
used your machine for 6  
years and like it very much  
giving entertainment to that  
being the only way I have  
to make my living I am a  
poor woman with a family  
too small to work I send about  
100 5 dozen of your records  
all the time kindly let me

Edison United Phone Co.  
Cable Address "Edison, N.Y. N.Y."

*Mr. Hardin*  
*From the Laboratory*  
*of*  
*Thomas A. Edison.*  
*Orange, N.J.*

Feb. 18, 1904.

John R. Hardin, Esq.,

Prudential Building,

Newark, N. J.

Dear Sir:

Referring to our conversation of yesterday, I have had looked up the matter of the stock of the Edison United Phonograph Co. owned by Mr. Edison, and I find that on March 11, 1890, he owned the following stock:

Thomas A. Edison,	2498 shares
S. B. Eaton,	1 "
S. Insull,	1 "

The two shares in the names of Eaton and Insull were doubtless taken out for some purpose, but the stock was immediately turned back to Mr. Edison properly endorsed by them, so that he owned the stock.

The ownership of the stock was vested in him until Feb. 1, 1897, when he sold the whole of it for \$25,000.00 to Stephen F. Moriarty. Whether Moriarty was acting for himself or the company I cannot say. He has always been connected with the company, but I have no information, nor does Mr. Edison know, whether he retained the stock for himself or whether he purchased it for account of the company. I understand that the stock was simply handed to Mr. Moriarty and he handed Mr. Edison a check; no papers passed between them.

Yours very truly,

THE Records of his voice

W. E. GILMORE,  
PRESIDENT & GENERAL MANAGER.

J. F. RANDOLPH,  
VICE-PRESIDENT & TREASURER.

ADDRESS REPLY TO THIS COMMUNICATION TO ORANGE, N. J.

## NATIONAL PHONOGRAPH CO.

EDISON LABORATORY, ORANGE, N. J.

OFFICE AND SALESDROOM.

135-THIRD AVENUE,

25 CHAMBERS STREET, NEW YORK.

EDISON LABORATORY, ORANGE, N. J.

IN REPLYING TO YOUR LETTER

PLEASE MENTION THESE INITIALS.

CHICAGO OFFICE, 347-WABASH AVENUE,  
FOURTH FLOOR, 25 CHAMBERS ST., N. Y.

Orange, N. J. Mar: 25, 1904

Thomas A. Edison, Esq.,

Orange, N. J.

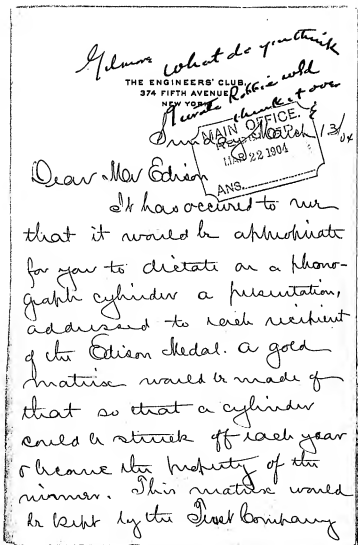
Dear Mr. Edison:

Referring to letter attached, from Mr. Loxier, of course this, no doubt, would be a very good thing to do, but I doubt very much whether you should do it. I have always refused to furnish records to anybody, whether personal friends or anybody else, made by yourself. The proof of this is that I have never asked you for anything of the kind. I am afraid that if you open the door you will be simply deluged with similar requests and it will get to be a tiresome sort of thing as every individual will want something to meet his particular condition; and if it is a case of an Association, Lodge or other fraternal organization, to say nothing of political organizations, scientific schools, colleges and what not, I am afraid that you will have quite a time of it writing prose, poetry, etc., for their benefit. This is the principal reason why I have objected to it. Furthermore, I do not see that there is any reason why you should produce anything of the kind. The major part of the people in the case in point would not recognize your voice to-day, as a great many of them have not seen or talked with you for years. Of course you may have some different idea than this, and it may be that you want to hand your voice down to posterity; if that is the case it is another question entirely. I must leave the matter for you to decide.

Yours very truly,

W. E. Gilmore

[ENCLOSURE]



[ENCLOSURE]

(3)

do have in some way realized, and that is to keep that young man from getting a dulled head!

The work of the Edison Medal Association has not only enabled us to express a love and appreciation for you but it has brought the Edison workers together in a way that has been most gratifying to all so that it has served a darker purpose. We are preparing an autograph album of the members for you & will publish a souvenir record of the Association work.

If you care to act on my suggestion, which may

or whoever the custodian of the dies for the medal may be and with such dies send heretofore.

I believe such an address from you - in your own voice and preserved & reproduced by your own inscription would be most highly prized by the young man who for any one year has himself to let the heat in needed research of electrical work, and the advice that you would give him would not only be valuable as a further stimulant but could also serve that useful purpose that I think most

(2)

[ENCLOSURE]

already have been mentioned  
to you. I should be glad to  
tell the Committee about it  
at our next meeting.

With best wishes to Mrs.  
Edison, yourself & family  
believe me to be

Yours faithfully  
Robert L. Logie

To Mr. Thomas Edison  
East Orange  
N.J.

file





*Germany*

15th April, 1904.

Edward H. Johnson, Esq.,  
12, Goethestrasse,  
Charlottenburg, Berlin.

My dear Johnson,

I received your note dated March 30th by the hand of Mr. Parshall. I did not get it until late last night when I got back to the Savoy. I wired you this morning as follows:-

"ARRIVED LATE WEDNESDAY. WILL NOT BE IN BERLIN FOR ABOUT  
"TWO WEEKS. GILMORE".

I shall not be able to go on the Continent before the end of next week, and so far as I see now I expect to go direct to Berlin. I cannot tell from your letter whether it is your intention to return to London soon or not. So far as the money is concerned, if you do not expect to come over soon and you don't want to wait until I get there, wire me on receipt of this, and I will arrange to send you draft for £600. I believe this is the amount.

I assume from your letter that you are quite ill, but as I have been unable to see Mr. Parshall as yet I of course have had no particulars. I trust, however, that you are on the improve, and I hope of course to have the pleasure of seeing you before I return

to the States. In case it cannot be arranged that I see you and you want to leave any word for me, leave it with Bergmann as I shall of course see him when I am in Berlin.

Trusting that I shall hear soon of your rapid improve and asking that you kindly remember me to Mrs. Johnson in which Mrs. Gilmore also joins me,

Believe me to be,

Yours very sincerely,

Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone No. 5050, HOLBORN.

**Thomas A.  
EDISON'S**

Photographs,  
Gold Moulded  
Records,  
Projecting  
Kinetoscopes,  
Original Films,  
Battery Fan  
Motors,  
Edison-Primary  
Batteries,  
Bates and Edison Automatic Hand  
Numbering Machines.

TRADE  
**Thomas A. Edison.**

MARK  
EUROPEAN HEADQUARTERS  
OF THE

**NATIONAL PHONOGRAPH CO. Ltd.  
EDISON MANUFACTURING CO. Ltd.**

25 Clerkenwell Road,  
London, E.C.

Cable Codes Used: A.L., A.B.C., COMMERCIAL,  
LIBERTY, AND HUNTING'S.

FACTORIES:

Orange N.J.,  
U.S.A.,  
Berlin,  
Paris,  
Brussels.

18th April, 1904.

J. F. Randolph, Esq.,  
C/o Edison Laboratory,  
Orange, New Jersey.

My dear Randolph,

I have sent forward to-day an invoice to the National Phonograph Company for \$2955.08. This represents money that I sent to Mr. Edward H. Johnson upon the instructions of Mr. Thomas A. Edison with the details of which you are familiar. I am enclosing copy of letter I have written the National Phonograph Company for your information.

Business here is very good indeed and the outlook seems to be all that we can expect. We have got to get ahead though on the Continent where we are lame and where everybody else seems to be getting the business whereas we get very little of it. It will take time to thoroughly organise and work it up of course, but I don't want to move hastily as it is not only expensive but too many mistakes do a business of this kind no good. We have got to get good people to represent us.

Our trip across was not as pleasant as we should have liked. Mrs. Gilmore was confined to her berth for three days and during

that time ate practically nothing. As to myself I was able to sit up and eat three meals right along, although a week ago yesterday (Sunday) it was very rough and I was a bit squeamish. We reached London about on schedule time and I have been here ever since and shall be until Saturday or Sunday next when I am going to the Continent.

I hope everything is going well with you and that Mr. Edison has returned from the South in good shape physically and ready to pitch in and go to work as usual. I presume of course that he will have lots of new ideas and will liven things up when he does get going.

Trusting this finds you enjoying your usual good health and with kind regards

Believe me to be,

Yours very sincerely,

A handwritten signature in dark ink, appearing to read "W. E. Hill", with a long, horizontal flourish underneath.

PERSONAL.

18th April, 1904.

A. Westee, Esq.,  
National Phonograph Co.,  
Orange, New Jersey.

Dear Sir,

I am enclosing you herewith invoice shewing the payment to me of \$2955.08. Credit this on the regular account with the National Phonograph Company Ltd. and then immediately bill it forward to the New Jersey Patent Company, the same as if we had made a payment to them of this amount in cash. Mr. Randolph understands what this payment represents, and he will doubtless hold the matter until I return. I have written him, however, by this same mail on the subject.

Very truly yours,

President.

W.E.G./L.D.

[FROM WILLIAM E. GILMORE]

144

18th April, 1904.

Edward H. Johnson, Esq.,  
C/o S. Bergmann, Esq.,  
Bergmann Electric Co.,  
32, Oudenarderstrasse,  
BERLIN.

My dear Johnson,

When I reached the hotel last evening I found your cable asking me to send you \$3000 C/o Bergmann. This morning I received your letter dated the 15th which apparently contradicts the cable, but assuming that you have cabled me after writing your letter I have decided to send you a draft at once. I could not purchase the draft for \$3000 American money on a Berlin bank, but in lieu thereof I am enclosing you our cheque No.1040 on the Bank fur Handel und Industrie endorsed payable to yourself for 12577.50 which is equivalent to \$3000 at the current rate of exchange. I trust this will be quite satisfactory.

Now in regard to this money it seems to me that what you had better do is to send me your note for this amount as well as the other amount that was sent you some time ago payable to Mr. Edison. Of course I want something to shew that I paid the money over to

you, this being a personal matter between you and himself. I presume that you will have no objection to this, and if you will send it to me either to the above address or the Savoy Hotel, London, it will reach me promptly.

With kindest regards from Mrs. Gilmore and myself

Believe me to be,

Yours very truly,

P.S. We were up at the Parshalls to dinner yesterday and had the pleasure of meeting Mrs. Johnson. She is looking exceedingly well and told me she had heard from you the day previous and that you were apparently improving. I am very glad indeed to hear this and hope that you will continue to gain.

*N P 7*  
Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone No. 5050, HOLBORN.

TRADE  
*Thomas A Edison*  
MARK

Cable Codes Used: A.L., A.B.C., COMMERCIAL,  
LIBER'S, AND HUSTING'S.

**Thomas A.  
EDISON'S**

Photographs,  
Gold Moulded  
Records,  
Projecting  
Kinetoscopes,  
Original Films,  
Battery Fan  
Machines,  
Edison-Primary  
Batteries,  
Rice and Edison Automatic Hand  
Numbering Machines.

EUROPEAN HEADQUARTERS  
OF THE

**NATIONAL PHONOGRAPH CO. Ltd.  
EDISON MANUFACTURING CO. Ltd.**

25 Clerkenwell Road,

London, E.C.

22nd April, 1904.

FACTORIES:

Orange N. J.,  
U.S.A.  
" Berlin.  
" Paris.  
" Brumby.

Mr. J. F. Randolph,  
C/o Edison Laboratory,  
Orange, New Jersey.

Dear Sir,

Several days ago a cheque was sent to the order of Mr. Edison  
for \$25359.75 in payment of certain bills. I simply write you so  
that you can keep this letter, and when I get back I want to take  
it up and discuss it with you, and I also want to talk the subject  
matter over with Mr. Edison.

Very truly yours,  
NATIONAL PHONOGRAPH COMPANY,

*W. E. Hill*  
President.

W.E.G./L.D.

*My pencil l. l. l.*



ADRESSE TELEGRAPHIQUE  
RANDOMLY-BRUXELLES

1904 Phon. - Foreign

# National Phonograph Co.

USINES :

55, Quai du Halage 55

BRUXELLES

Usines :

ORANGE N. J. U. S. A.

BERLIN

PARIS

BRUXELLES

TRADE  
Thomas A. Edison  
MARK  
EDISON PHONOGRAPHS  
And Records

Offices :

83, CHAMBERS STREET  
NEW YORK U. S. A.

Téléphone 5569.

25, CLERKENWELL ROAD  
LONDON

Bruxelles, le May 5<sup>th</sup> 1904

My dear Mr Edison:

I have been looking into matters generally over here - As I found the books & accounts in London are in a very complicated condition, not that this has been any startling, but the books are away behind and accounts with individual customers do not agree. My effort from Orange (Buchley) is doing good work, and will pull them out all right, but it will take some time to do it -- about a month at least -- I have got to go through a lot of it when I get back to London about the 20<sup>th</sup> May.

White has of course nothing to say but puts the entire blame on the bookkeeper, who came over with him and who got things in this shape.

Prière d'adresser toute communication en réponse à cette lettre aux usines de Bruxelles

Remember this man ~~was~~ was ill for 3 months or more, and it was then that White should have called in another good man or cried for help from George. However, White has my opinion of his handling of this, and you bet I did not whisper words when giving it. White is as you know a good fellow, and makes friends, so I shall simply divorce the bookkeeping end from the selling end, although not an absolute divorce, as of course he must look after collections closely. Some of his opening eyes I find are between \$2000. & \$3000. This will not do, and I have so told him. White is very very careless. I asked for commercial reports on all the principal jobbers or customers and got out about 25 customers. They had actually 3, but White and his assistant that looked after this say as to the others "but we know they are all right commercially." They could not tell me how they knew it, however. I ordering new and complete reports to

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LONDON

National Phonograph Co.

USINES:

55, Quai du Halage 55

BRUXELLES

Téléphone 5569.

Usines:

ORANGE N. J. U. S. A.

BERLIN

PARIS

BRUXELLES

Bruxelles, le

190

be ready for me on my return to London.

The Clerkenwell Road property is already too small. we can secure additional storage room if necessary.

The business has been phenomenally, and if they continue the U.S.T. Cause will not be in it. The outlook is good in the British Isles.

Though of the Edison Bell Co. is very anxious to see me. He wants to resume business relations with us.

I am informed that the manufacture of Phonographs by his Company has not been a success. They want to trade with us in machines only and no records, so they can unload the latter records they produce and still continue to use your

Prière d'adresser toute communication en réponse à cette lettre aux usines de Bruxelles

name. I shall not trade with them.  
 Dealers will not trade with them  
 and Hough has dragged the Company  
 so low that their reputation is on a  
 par with the Columbia Co.:-

They are willing to even sign the  
 agreement in order to get in with  
 us again. I have no fault with  
 in them. We (marks) send them for  
 using your name wrongfully. They  
 come around to compromise the  
 matter, and all we agreed to was  
 that they should always use  
 "Edison-Bell" together as distinctive  
 from "Edison" or "Thomas A. Edison".  
 Marks will tell you all about  
 it when he sees you about the  
 16<sup>th</sup> May. Be sure and ask him.  
 It is interesting.

The only people doing anything  
 in the talking machine line in the  
 British Isles is the Gramophone Co.  
 They are now having strong competition  
 increasing rapidly with a new disc  
 record with one record on each side,  
 both different, sold at the same price  
 as the

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National Phonograph Co.

USINES :

55, Quai du Halage 55

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Téléphone 5569.

Offices :

83, CHAMBERS STREET  
NEW YORK U. S. A.

25, CLERKENWELL ROAD  
LONDON

I.G.E.S. Bruxelles 60

Usines :

GRANDE N. J. U. S. A.

BERLIN

PARIS

BRUXELLES

190

Gramophone Co. - This is called the  
"Edison"

Stollwerk. - This man has done  
absolutely nothing since I was last  
here - He wanted me come to Cologne  
on my way to Berlin, but I refused. I knew it  
would only mean the loss of a week  
and nothing accomplished. He then  
came over to Berlin, and was  
perfectly amazed at the progress  
we had made, and particularly the  
new moulding plant. I found out  
the old Company "Deutsche Edison  
Phonographen Gesellschaft" was in  
a state of liquidation, so after  
looking into it carefully I at  
once arranged for the organization  
of a selling Company to be known as  
Gramophone Co.

Prrière d'adresser toute communication en réponse à cette lettre aux usines de Bruxelles.

"Edison Gesellschaft" and as it will be necessary for you to approve a new company with your name attached, as well as being a stockholder under the German law I consider it wise to cable you on the 28<sup>th</sup> April as follows:- "Stollwerck anxious form New Company with your name attached cannot do so without your written approval. You must not give him this under any circumstances"

He wants to make all master records for Germany himself, have the principal plant in Cologne but I shall not let him do anything. I am to meet him in Paris next week and when I get through with him he will not like me so well as heretofore. The contract is a bad one, but Marx is fully satisfied that it can be broken. Our German Counsel, Schneider, is not so sure. We must try and get away from this contract, and if Stollwerck once gets another company going with your name attached and which

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# National Phonograph Co.

USINES :

55, Quai du Halage 55

BRUXELLES

Téléphone 5569.

Usines :

ORANGE N. J. U. S. A.

BERLIN

PARIS

BRUXELLES

*Bruxelles, le*

190

he controls, he will keep it up and at the end of the three years he could do as he liked with it and unless he ~~can~~ could make terms to suit himself he might turn it to you as well as ~~our~~ our disadvantage. He is a ~~Fry~~ Dutchman. Bergmann tells me that this understanding is that Ludwig Stollwerck controls the syndicate that purchases the Younger Storage battery patents. Suppose he should use the new company to exploit the battery three years hence? Talk to Marks about this.

Both the Berlin & Brussels plants are in fine shape - Paris is also running - Have not seen it as yet. I go

Prière d'adresser toute communication en réponse à cette lettre aux usines de Bruxelles

8

There Saturday May 7<sup>th</sup> Our Man ~~Reich~~  
Reich is a good man, very systematic  
and watches expenses very closely.  
Will tell you more when I see you.

The record, taking is away behind. - we  
want a large repertoire, and that is  
why I sent for Walter Miller. - I am  
going to work one record making crew  
in Germany and one between France  
and Belgium (French spoken in both  
countries) and add to these crews as  
fast as necessary.

Johnson. Found a letter from  
him when I arrived in London. - He  
was in Germany. - He wants that  
\$3000. at once so I sent it to him.  
He is broke. - Have not seen him,  
but he may be back in London  
when I get back. -

Agree him very busy since I  
got here, and expect to be until I  
get through in Paris next week.  
Mrs. Gilmore and I are going to run  
down to Venice for a short holiday  
with some friends. - Then we go  
direct to London, unless something  
arises that calls me back to  
Berlin or here. Have just arranged



ADRESSE TÉLÉGRAPHIQUE  
RANDOMLY-BRUXELLES

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EDISON PHONOGRAPHS  
And Records

# National Phonograph Co.

USINES:

55, Quai du Maelage 55

BRUXELLES

Usines:

ORANGE N. J. U. S. A.

BERLIN

PARIS

BRUXELLES

Offices:

83, CHAMBERS STREET  
NEW YORK U. S. A.

Téléphone 5569.

25, CLERKENWELL ROAD  
LONDON

*Paris* Bruxelles 60

190

for a new plant here in Brussels,  
rent of a whole floor \$25 per  
month, lease six months, with privilege  
of a further six months - Artists  
from the Royal Opera - They sell  
easy through France, and Belgium  
and elsewhere. Talent not  
expensive, but they are singers

This is all for the present  
so with kind regards from Mrs.  
Gilmore and myself, I am  
very sincerely yours  
W. E. Gilmore

Thomas A. Edison  
Orange, N. J.

Prrière d'adresser toute communication en réponse à cette lettre aux usines de Bruxelles

Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone No. 5050, HOLBORN.

*D 1904 Phon.*  
TRADE  
**Thomas A Edison.**

Cable Codes Used: A.L., A.B.C., COMMERCIAL,  
LIERRE'S, AND HUNTING'S.

**Thomas A.  
EDISON'S**

MARK  
EUROPEAN HEADQUARTERS  
OF THE

**NATIONAL PHONOGRAPH GO. Ltd.  
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25 Clerkenwell Road,

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FACTORIES:

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U.S.A.  
Berlin  
Paris  
Brussels

Photographs,  
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Projecting  
Kinetoscopes,  
Original Films,  
Battery Fan  
Motors,  
Edison-Primary  
Batteries,  
Bates and Edison Automatic Hand  
Numbering Machines.

11th May, 1904.

Thomas A. Edison, Esq.,  
West Orange,  
New Jersey, U.S.A.

Dear Sir,

In accordance with a cable from your good self dated Orange, May 9th, which was handed me to-day by Mr. Dick, reading as follows:-<sup>2</sup>

"DICK, Carlton Hotel, London. White can advance you £500.  
"EDISON",

we have forwarded our cheque to Mr. Dick for the above mentioned amount. As Mr. Dick advises us that he will hand in a London draft to cover the amount advanced, we shall treat the transaction as a loan and shall not bill it back to Orange.

Very truly yours,

*Nothing for Mr. White.*  
European Sales Manager.

J.H.W./L.D.

*Mr. J. H. W. L. D.  
Told me to do nothing for Mr. White.*

May 19- 1904

Edwin  
New York.

D  
1904  
Phon

White advised London  
advanced Dick 2500 dollars your  
authority. Was not consulted  
although London knew I was  
in Paris. If am responsible for  
this business must not be  
hampered by Dick or others. All  
payments must be approved by  
me you must give me your confidence  
or cannot proceed. Have wired Dick  
my opinion of him ignoring me  
absolutely. answer Hotel Westminster.

Edmore

Paris

May 19, 1904

Gilmore Hotel Westminster Paris -

Supposed you ~~would~~  
was on continent and ~~would~~  
impossible get <sup>your</sup> authority and  
Dick wants <sup>and</sup> immediate

Edison

NPC

May 23, 1904.

Mr. Randolph:-

You will please execute as Secretary of the National  
Phonograph Company, the two powers of attorney to Mr. Marks for  
use in Germany and Austria.

MM.

*Jas*

Not Photo Co.  
Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone No. 5050, HOLBORN.

TRADE  
*Thomas A Edison*

Cable Codes Used: A.L., A.R.C., COMMERCIAL,  
LIEBK'S, AND HUNTING'S.

Thomas A.  
EDISON'S

Photographs,  
Gold Moulded  
Records,  
Projecting  
Kinetoscopes,  
Original Films,  
Battery Fan  
Machines,  
Edison-Primary  
Batteries,  
Rates and Edison Automatic Hand  
Numbering Machines.

MARK  
EUROPEAN HEADQUARTERS  
OF THE

NATIONAL PHONOGRAPH CO. Ltd.  
EDISON MANUFACTURING CO. Ltd.

25 Clerkenwell Road,  
London, E.C.

FACTORIES:

Orange N. J.,  
U.S.A.  
Berlin.  
Paris.  
Brussels.

PERSONAL.

27th May, 1904.

Thomas A. Edison, Esq.,  
Edison Laboratory,  
West Orange,  
New Jersey.

Dear Mr. Edison,

I cabled you the other day from Paris regarding money advanced to Mr. Dick, and I received your reply the same day. I only want to say at this time that I consider Mr. Dick's position was not at all as it should be. He was well aware that I was in Paris and without consulting me in any way and without giving me any explanation whatever, he took it upon himself to go over my head to you to secure money, and I was naturally very much incensed at his so doing. I cannot tell you all I want to in this letter, but I will leave the rest of what I have to say until I see you in Orange. I am expecting to sail back on the "Campania" June 4th.

So that you will understand that large amounts of money must be used here and that Orange must be provided with a great deal of money as well, I will simply say that from March 1st to May 24th

inclusive we have paid out the following monies:-

London Record-making plant .....	\$3717.30
Brussels plant .....	13856.54
Berlin plant .....	6206.62
Paris plant .....	6956.48
Sent to Orange .....	100,411.41
Sent to you .....	25,359.75
Sent to Foreign Department New York .....	<u>2,032.61</u>
	<u>\$158,520.71</u>

Of course you are not aware of the amounts of money that are being used as above indicated, nor are you familiar with what I am laying down to be done in Germany, France, Belgium and the British Isles. It is going to take considerable money to swing it from now on, and I am arranging for extensive repertoires in French, German, and other languages. It is going to cost a great deal of money for artistes, as they are paid great deal higher prices here than with us. It is not the amount of money involved that I am incensed at, but it is that I was not consulted by him, and I want it distinctly understood that Mr. Dick must not feel that he can come to this office and borrow money whenever he so desires by simply obtaining your approval. I feel certain that had you stopped to consider for one minute you would have insisted upon my approving this or any other loan made to Mr. Dick or anybody else. Furthermore, you can of course understand that in order to keep the discipline absolutely rigid I must make rules as to the paying out of money in

this way that will not permit our money to be used except for the immediate requirements of the business. If money is to be advanced or loaned it is very easy to cable the money from New York or Chicago and the expense of so doing is not at all excessive. I shall have more to say to you on this when I see you.

I have taken on a new Sales Agent for France. His name is Kaltenecker and he comes with us June 1st. I am paying him \$200 per month and 5 per cent. of the net profits. I find that this is a far better plan to pursue here, and of course I am extremely anxious to get a man that will look after expenses and keep them down to a minimum.

Walter Miller arrived here last Sunday and leaves to-night for Brussels where we have a record-making plant in operation. I have had Mr. Riehl, the manager of our plants, here. We have had some long conferences and I have given him full instructions so that Miller can bring the record-making plants here right up to date.

This is a glorious field and I am satisfied that we are going to do a large business this Fall, not only in the British Isles but in Germany and France as well. What is necessary, however, is to increase the repertoire and give the people records that are superior to those now on the market. The consensus of opinion here in the British Isles is that our records are vastly superior to those produced by our competitors. Of course I leave out entirely gramophone records as we are not prepared to furnish the public with records by such artistes as Melba, Sembrich, Caruso, Tomagno and



others, but we are hoping one of these days to be able to meet this competition successfully.

The Edison-Bell Company have just reduced the list price of their so-called moulded records from 1/6 (one shilling and sixpence) to 1/- (one shilling) or 25 cents. Mr. Hugh has been around at the office to see Mr. White and is extremely anxious to see me. They want to resume business relations with us, but I do not consider it would be good policy for us to trade with them. Their reputation with the dealers throughout the British Isles is very bad indeed. What the Edison-Bell people want is to purchase genuine phonographs from us, but I do not consider that we should aid them in the sale of their different types of records by furnishing genuine Edison phonographs. Then again they have found that the manufacture of phonographs by themselves has not been satisfactory. It is the old trouble of lack of inspection, poor workmanship and so forth, and as a result such types as they have manufactured are a drug on the market. They have been putting out three different types of records: the old mechanical wax record, the celluloid record, and the so-called moulded record. The first two are a flat failure, and the third one it is quite apparent is not in any such demand as they would lead us to believe. Furthermore having no agreements of any kind in effect their records are not only bought but sold at all kinds of prices. In other words they are following rapidly in the footsteps of the Graphophone people, who, by the way, are doing practically nothing over here.

I am getting together quite some figures to show you when I

get back.

Trusting this finds you enjoying good health and with kind  
regards

Believe me to be,

Yours very truly

*C. W. Gilman*

CHARLES L. BUCKINGHAM,  
ATTORNEY AND COUNSELLOR AT LAW,  
FIFTH AVENUE,  
NO. 52 PARK ROW.

D  
1904

Photo. - Legal

NEW YORK,

May 28/04

Dear Mr. Edison

Enclosed is our brief in  
the New York Phonograph Co.  
Suit. The case will be argued  
next Tuesday before Judge  
Hagel.

Yours truly  
C. L. Buckingham

# THE WESTERN UNION TELEGRAPH COMPANY.

INCORPORATED  
ROBERT C. CLOWRY, President and General Manager.

TWO AMERICAN CABLES FROM NEW YORK TO GREAT BRITAIN.  
CONNECTS ALSO WITH FIVE ANGLO-AMERICAN AND ONE DIRECT U. S. ATLANTIC CABLES.  
DIRECT CABLE COMMUNICATION WITH GERMANY AND FRANCE.  
CABLE CONNECTION WITH CUBA, WEST INDIES, MEXICO AND CENTRAL AND SOUTH AMERICA.  
MESSAGES SENT TO, AND RECEIVED FROM, ALL PARTS OF THE WORLD.

## OFFICES IN AMERICA

All Offices (23,000) of the Western Union Telegraph Company and Its Connections.

## OFFICES IN GREAT BRITAIN:

NEW YORK: 21 Royal Exchange, E. C.  
LONDON: 20 Mark Lane, E. C.  
BOSTON: 100 Washington Street, W. C.  
PHILADELPHIA: 100 Arch Street, E. C.  
SAN FRANCISCO: 200 California Street, W. C.  
HAWAII: Honolulu, Territory of Hawaii.

LIVERPOOL: 8 Ranelagh St. and Colton Exchange.  
GLASGOW: 20 George Street.  
BIRMINGHAM: 10 Park Street.  
BRISTOL: 10 Park Street.  
CARDIFF: 1 Park Street.  
DUBLIN: 10 Frederick Street.

GLASGOW: 2 Westgate Street.  
LEITH: 20 George Street.  
MILWAUKEE: 200 Wisconsin Street.  
NEWCASTLE-ON-TYNE: 1 St. Nicholas Street.

42119

Cable Registration Bureau

Central Cable Office,

16 Broad Street, New York

JUL 9 1906

RECEIVED

Edison Phonograph Co. of New York  
and Orange, N. J.  
83 Chambers St. N. Y.

July 8 1906

Dear Sirs:

Edison

New York,

has been registered by this Company for the delivery of all messages so addressed to you.

In case of change in address please notify us promptly.

Respectfully,

Cable Registration Bureau.

H. W. Ayer & Sons.

Philadelphia, Aug. 12th, 1904

Dear Mr. Hanson:-

I was very sorry not to get up to the house last Tuesday, but I went right to the General Electric works and met General Griffin at 4.30 and did not leave him one moment until 6.30 when I took the car for Albany. He very kindly took me out to the Golf Club to lunch and we played seven holes of golf between the talk. I am sure you will be interested in my conclusions in the matter.

I saw Mr. Wilmore, President of the Edison Phonograph Company of Orange, N. J., and he said that he was sure that the estimate of 18,000 rolls per day of the Aeolian Company was too low; that they were making more than that, but using a great many in their library exchange. The more I have thought over the matter the more it seems to me that it is a big thing, and I told General Griffin that if they want interest they ought to spend \$50,000 in first six months in advertising; that it ought to be recognized as a big thing and treated accordingly. There are many things about it that make it an unusually attractive advertising proposition. In the first place, the only real competition is with the Aeolian people. Because of their contracts and of their agents they are not in a position to cut prices unless they are forced to do so. There has been a good deal of advertising done for piano players, but none or practically none for music rolls. Consequently it is a virgin field for advertising. I think the figures given me of 70,000 piano players sold are correct, as are also the figures of 47,000 new machines sold per year. This makes a tremendous field for roll music. It seems to me that all of the makers have been very short sighted. The germ of the whole thing is to get a list of the people that own piano players, and as I understand it, the Aeolian people have not done this, except for their own office, and the names of purchasers from their various agencies are not more accessible to them than to other people.

General Griffin suggested that if the scheme was put through, the price be cut in two. I believe that this would be the proper thing to do. From every point of view, basing all of my theories upon the facts given as to sales, costs, etc., this seems to me a very reasonable proposition. It does not seem as if it ought to be a difficult thing to sell 187,500 as much as the Aeolian does, if properly pushed. This would make an output of 2500 machines per day.

Mr. Rice, of the General Electric, after careful figuring, believes that rolls can be made at a cost of 9-c/10¢ per roll, in lots of 1000. Any way of figuring seems to afford marvelous profits. On a basis of 2000 per day for 300 days would give a product of 600,000. The average price of the rolls as bought by the public is from \$2.00 to \$3.10 each. Cutting this in two and making the price \$1.00 each would make the income for the year \$600,000. Taking Mr. Rice's figures at a cost of 10¢ each and assuming that he had made a mistake of 100%, calling the cost therefore 20¢ apiece, would make a total cost of \$120,000. For safety's sake double this amount and call the cost \$400,000. Add to this \$100,000 for advertising, would make \$500,000. Add to this again the postage of 1¢ each, would be \$75,000, making a total cost of \$675,000, and this would leave \$125,000 net profit. Assume that only 500,000 rolls would be sold in a year, the income would be reduced to \$300,000, and this would be \$100,000. Add to this \$400,000 for advertising and \$6,000 for postage, would make the total cost \$806,000, leaving a net profit of \$84,000. Under present circumstances they are selling 200 a day or 1200 a week, and surely 1000 a day with the proper sort of push is not an over-estimate. Taking the worst possible view of the matter the increase would be 500,000. If they cost as much as was shown in the last six months, which as you know included all costs and excluded all inventories, the cost would be 65¢ apiece. 300,000 would then cost \$195,000. Add for advertising \$50,000 and \$6,000 for postage would make the total cost \$251,000, leaving \$10,000 profit, which is over-estimated.

As Mr. Haskins told us the day you were there, the actual cost of manufacture at present is about 50%. Turn whatever way I will and it seems to be a big thing. The fact that there are 70,000 piano players in the market, that 25,000 new ones a year are being sold, that music rolls have never been advertised, that selling them by mail gives the purchaser the opportunity to select at once from the largest assortment in the country some 3000 different pieces instead of from a few hundred only, which is the most that any music store could keep, altogether make a remarkable proposition.

General Griffin raised the question of the right man for manager. I think I know the man who could fill that position satisfactorily, if he could be had, and I think he could. With such a proposition as this, if I am at all right in my theory, there ought to be no difficulty in raising the \$100,000 that would be needed to put it upon its feet in the right sort of way. The \$100,000 ought to be paid in so that the Company would have an abundant cash capital to do whatever was required. I believe I am right in my theory that the advertising ought to be large and extensive as quickly as possible. I think that the effect would prove that the appropriation ought to be made possibly could be very materially increased very soon after it started. While I have said nothing whatever except the thought of putting 70,000 right into the advertising, if the thing was done and placed in our hands I should waste one month in experimenting no as to be sure of the ground and to be on the right track before we contracted all of the money.

I hope you had a delightful time and wish you would keep me posted as to the outcome of this business. General Griffin very kindly went over the General Electric Company matters with me and I am digesting them and shall have something to say to him later on.

I go to Chicago on Monday and will be at the Union League Club there on Wednesday, leaving there Wednesday night. If there is anything of importance in connection with this that you would like to see me about, I could arrange to come by the lake shore limited, reaching Schenectady at 6 P.M. and leaving there in time to catch Thursday night boat. In case you would like me to do this please wire me at the Union League, Chicago.

Very truly yours,

H. W. McKinney.

R. W. E. Hanson, Schenectady, N. Y.

100  
Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone No. 5050, HOLBORN.

Thomas A.  
EDISON'S

Photographs,  
Gold Moulded  
Records,  
Projecting  
Kinetoscopes,  
Optical Films,  
Battery Fan  
Machines,  
Edison-Vietory  
Batteries,  
Bells and Edison Automatic Hand  
Numbering Machines.

TRADE  
*Thomas A. Edison.*

MARK  
EUROPEAN HEADQUARTERS  
OF THE

NATIONAL PHONOGRAPH CO. Ltd.  
EDISON MANUFACTURING CO. Ltd.

25 Clerkenwell Road,

London, E.C.

Cable Codes Used: A.T., A.R.C., COMMERCIAL,  
LIBERTY, AND HUNTINGTON.

FACTORIES:

Orange N.J.,  
U.S.A.  
Berlin  
Paris  
Brussels

8th September, 1904.

Thomas A. Edison, Esq.,  
Edison Laboratory,  
Orange, New Jersey.

Dear Sir,

Your favour of July 18th enclosing your invoice of same date  
for \$4400 representing our proportion of expense in connection with  
the phonographic experiments carried on in our behalf for year end-  
ing February 29th, 1904, came duly to hand. We have pleasure in  
enclosing herewith our cheque, No. 1174, on the National Park Bank of  
New York in payment of same. I will ask you to kindly send us re-  
ceipt by return of post.

Very truly yours,

*J. H. W.*  
Managing Director.

J. H. W./L.D.

W. E. GILMORE,  
PRESIDENT & GENERAL MANAGER.

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO ORANGE, N. J.

J. F. RANDOLPH,  
CASHIER & TREASURER.

**NATIONAL PHONOGRAPH CO.**

ORANGE, N. J.

**EDISON PHONOGRAPHS & RECORDS.**

CABLE ADDRESS  
"ZYMOTIC, NEW YORK"

83 CHAMBERS STREET, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

LONDON.  
PARIS.  
BERLIN.  
BRUSSELS.

IN REPLYING ADDRESS THE COMPANY NOT  
THE INDIVIDUAL AND PRETEND THESE INITIALS

*Phon. Manuf.*  
Sept. 14, 1904.

*OR 709*  
Thomas A. Edison, Esq.,

C/o Edison Portland Cement Co.,

Stewartsville, N. J.

Dear Mr. Edison:

Referring to the cable that I received from Mr. Marks, stating that he had a visit from Stollwerck's solicitor, who offered to settle for £7,000 and in addition to give us 556 of their old type machines, I received your telephone message reading:

"It would be all right even if we went to \$15,000.00; no machines."  
(Signed) EDISON."

Immediately I received this telephone message I cabled Mr. Marks as follows:

"Willing to pay ten thousand dollars for cancellation contract. If unable close this basis, then will pay maximum fifteen thousand dollars. Will not accept machines at any price; they are obsolete type." and have confirmed same by letter. This for your information.

Yours very truly,

*W. E. Gilmore*

*4.62*



[TRANSLATION FOLLOWS]

México, 19. de Septiembre, del 904.

Señor  
Thomas A. Edison.  
Hewl. Park.

Estimado Señor mío:

El Señor Don Rafael Cabánas se sirvió  
entregarme el elegante fanógrafo junto con un selecto y ligero  
sortido de cilindros modelados en oro, que tuvo Vdo. la bon-  
dad de obsequiarme, llevando su delicada galantería, hasta hacer  
coincidir su entrega con la fecha en que cumplo años. Le re-  
cibi con gran gusto, no solo por las agradables patas, que como  
Vdo. muy bien dice me proporcionará, sino principalmente por  
proceder de uno de los más notables inventores del Siglo XIX  
a quien, admiro, y por las frases de amistad y de benevolencia  
con que se refiere a mi persona, y que tanto me honran.  
De Vdo. affmo. servidor y amigo.

Expirio Diaz

CABLE ADDRESS: "EYMOVIC, NEW YORK."  
ALAB, C, COMMERCIAL, LUBBERS, HUNTING AND PRIVATE CODES USED.

TELEPHONE,  
4410 FRANKLIN.

FOREIGN DEPARTMENT  
OF THE



NATIONAL PHONOGRAPH CO.  
EDISON MANUFACTURING CO.  
BATES MANUFACTURING CO.

FACTORIES:  
ORANGER, U.S.A.

EDISON PHONOGRAPHS  
AND RECORDS  
EDISON PROJECTING KINETOSCOPES  
AND ORIGINAL FILMS  
EDISON PRIMARILY BATTERIES  
AND FAN MOTION OUTLETS  
BATES AND EDISON NUMBERING MACHINES.

83 CHAMBERS STREET,  
NEW YORK, N.Y.

EUROPEAN OFFICE,  
38 REMPART ST. GEORGES,  
ANTWERP, BELGIUM.

*New York, N.Y.*

Mexico, September 19, 1904.

Señor Thomas A. Edison,  
Menlo Park.

My Esteemed Sir:-

Señor Don Rafael Cabañas handed to me the elegant phonograph together with a select and a beautiful assortment of Gold Moulded Records, you had the kindness to send me, making your delicate gallantry and your gift coincide with the date of my birth. I received it with great pleasure, not only on account of the moments, that, as you very well say, I will enjoy, but mainly coming as it does from one of the most notable inventors of the nineteenth century, whom I admire, and whose phrases of friendship and benevolence bestowed upon me, do me a great deal of honor.

Your Servant and Friend,

Porfirio Diaz.

*Trans. in hand*

GE  
GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

NEW YORK OFFICE, 44 BROAD ST.

*Answered  
Oct. 8/04*  
October 7, 1904

John F. Randolph, Esq.

Secretary & Treasurer,

National Phonograph Co.,

Orange, N.J.

My Dear John:-

Enclosed you will find copy of a letter I received from Walter Miller. I answered his letter stating that I had done nothing whatever in the way of purchasing phonograph due to the fact that I had not heard from you or himself relative to same.

I am afraid that I am putting you to a great deal of trouble and if such is the case why dont pay any attention whatever to my request, but if you can conveniently fix me up on price, I would appreciate same.

Trusting you are well and that I may see you in the near future, I am,

Yours very truly,

*Chas. H. Stanton*

CHS/C

[ENCLOSURE]

COPY.

Subject, National Phonograph Co  
Location,  
Referring to No. " New York, Oct. 5, 1904

Mr. Chas. R. Stanton,  
General Electric Co,  
New York City.

Dear Sir:-

I was talking to Mr. Gilmore some few days ago regarding the phonograph you wished to purchase, and he advised me that you have already received one through him. I drop you these few lines to let you know that I had not forgotten my promise. The cause of my delay was that I could not get into communication with Mr. Gilmore before.

Yours very truly,

(sd) W.H. Miller

Mgr. Recording Dept.


PHILIP MAURO.  
S. T. CAMERON.  
REEVE LEWIS.  
G. H. L. MASSIE.  
F. A. HOLTON.

MAURO, CAMERON, LEWIS, & MASSIE,  
COUNSELLORS AT LAW,  
Patents and Patent Grievances,  
277 BROADWAY, NEW YORK.  
("BROADWAY CHAMBERS")

TELEPHONE: 5268 FRANKLIN.  
CABLE ADDRESS: PHILMAURO-NEW YORK.  
LIEBKE'S STANDARD CODE.  
MAIN OFFICE: 620 F ST.,  
WASHINGTON, D. C.  
CABLE ADDRESS: MAURO-WASHINGTON.  
TELEPHONE: EAST 574.

NEW YORK, Oct. 18. 04.

Dear Mr. Dyer:

I have been home for a  and am just beginning to find myself able to bring my information down to date. Am told (among other interesting things) that would be talk up machine manufacturers are awaiting Judge Platt's decision, ready to jump in. I wish we could head off such intruders, & it seems to me you must have pretty much the same idea but I have as to the way those suits will end. At any rate ~~we~~ we might be well up even now (if it be not too late) to cooperate in sustaining the Patents against others. There may be nothing in the suggestion; but since it has occurred to me I don't doubt to pass it on, as certainly no harm can result.

Sincerely yours

Philip Mauro

P.S. Will be in Washington balance of this week.

P.M.

*G. Croydon Marks*  
SARACHER  
Consulting Engineer & Patent Expert

TELEGRAPHIC ADDRESS: OPTTEONESS, LONDON.

TELEPHONE NO { LONDON 536, HOLDSAN,  
BIRMINGHAM, 888,  
MANCHESTER, 4272.

13, TEMPLE STREET, BIRMINGHAM.  
30, CROSS STREET, MANCHESTER.

*Whit*  
18. Southampton Buildings,  
Chancery Lane,  
London.

RECEIVED  
DEC 11 1904  
ANS. 12/21/04

W. E. Gilmore, Esq.  
Orange.

Dear Sir,

Edison Bell.

You will be interested in hearing that we have issued the writs against Edison Bell for the following:-

An injunction restraining the Defendant Company and the Defendant J. Hough from inciting or procuring the Defendant William Leach or other the servants of the Defendant Company to enter into under false names agreements with the Plaintiff Company for the purchase of their goods at wholesale prices or from the otherwise inciting or procuring the said servants to obtain the goods of the Plaintiff Company at wholesale prices for the benefit of the Defendant Company.

An injunction restraining the Defendants from conspiring together to obtain at wholesale rates the goods of the Plaintiff Company for the benefit of the Defendant Company.

An injunction restraining the Defendant Company their servants and agents and the Defendant J. Hough from procuring or inciting one A Bell trading as the Great Eastern Rubber Company of Norton Folgate E.C. or other the persons or firms who have entered into wholesale purchase agreements with the Plaintiff Company from selling to the Defendant Company the goods of the Plaintiff Company in breach of the terms of the said agreements or from otherwise committing breaches of the said agreements. Damages. Costs. Further or other relief.

I will report you fully as to the result.

Yours faithfully,

*G. Croydon Marks*

*J. Croydon Marks*  
J. Croydon Marks  
Consulting Engineer & Patent Expert.

TELEGRAPHIC ADDRESS: DIFTEDNESS, LONDON.

TELEPHONE NO. { LONDON 836, HOLBORN.  
BIRMINGHAM, 252.  
MANCHESTER, 252.

13, T. P. STREET, BIRMINGHAM.  
30, BRASS STREET, MANCHESTER.

*Private*

18 Southampton Buildings,  
Chancery Lane,  
London.  
RECEIVED  
DEC 24 1904  
ANS

December 14th 1904

W. E. Gilmore, Esq.  
Orange.

Dear Sir,

We are face to face with a big fight against Edison Bell particulars of which I sent you in my last. It seems to me that it is absolutely against your interests and Mr. Edison's for this company to be run over here with such a small capital. As a proof of this we have today a summons from the Edison Bell people for us to put up security for costs in the action against them, and although we shall come out of this all right as I am swearing an affidavit setting out that we have many thousands of pounds of stock, when I am cross examined upon this it looks very awkward for a company that has only a matter of two thousand pounds capital to be "owning" such a heavy stock; it will be alleged that we are simply merchants and factors for you and have no property. We are obliged in accordance with our arrangement of income tax to more or less act as factors and charge commission on the work we do to save having to pay very big sums away over here unnecessarily in taxes.

I am not going to raise the question of management or control in any way but because in the past there has been trouble with shares, that existed over here for Mr. Edison's benefit in companies that were most peculiarly formed, that is no reason why a bona-fide company could not take over and work the European interests with a parent company in England to the greater advantage of Mr. Edison and for the increasing prosperity of the business in this country.

I have been fighting now, as you know, for about two years against Edison Bell and other competitors and we are just getting them down. One significant fact has come to my knowledge and that is Edison Bell have changed their solicitors and there is a possibility of financial trouble in that quarter owing to this change. We have got the price cutters down and can have things our own way if we are wise enough to take full advantage of the position. I do not want you to be telling me hereafter that I did not point out to you the opportune moment that had arrived, for I can tell you the Gramophone Company are pushing hard over here to get a position that will make it increasingly difficult for us to break down, and there are now other phonographs and machines on the market which do not touch us very seriously at present but which we have to break down while they are small to prevent greater difficulty later on.

J. C. M.

W. E. Gilmore, Esq. 14/12/04.

Page 2.

If you want this company to succeed to the best advantage it must be controlled and run upon English lines with a resident board and English capital in it, the more it succeeds the greater would be the return to you as your shares would be equal with the others and you would have also substantial cash down that might be available for other work in America.

As I have told you before, I could form that Company and preserve your interests intact without the necessity of bringing in that crowd of financial blood suckers that are too often found in companies formed over here and who nearly always so overload the concerns as to wreck them because of the dead capital that has to be carried to pay their exorbitant and monstrous charges which they take good care to provide for in cash before the Company is formed.

If you cable me as I have told you before I am prepared to come over to you on this matter for I am certain that sooner or later you will have to face some such reconstruction scheme over here.

I am writing this in confidence but of course it is for Mr. Edison's eyes as well as your own, I make no suggestion as to ~~the~~ management or otherwise I am only doing it out of a desire to see the best possible made of a business that I take interest in and to see my client getting the best possible return from a country that perhaps I know more about than he himself can know when living three thousand miles away.

I have not mentioned this letter either to Mr. Dyer or to Mr. White and have not discussed the question with them at all.

Yours faithfully,

G. Crockett Mackay



*J. Croydon Marks*  
Consulting Engineer & Patent Expert.

TELEGRAPHIC ADDRESS: DIFTEDNESS, LONDON.

TELEPHONE NOS { LONDON 438, HOLBORN,  
BIRMINGHAM, 885,  
MANCHESTER, 4872.

13, TEMPLE STREET, BIRMINGHAM,  
30, CROSS STREET, MANCHESTER.

*Phon. - Regel*

*18. Southampton Buildings,  
Chancery Lane,  
London.*

December 17th 1906  
MAIN OFFICE  
RECEIVED

DEC 21 1904

ANS. 119/05

W. E. Gilmore, Esq.  
Orange, N.J.

Dear Sir,

Edison Bell.

As I have already reported we have instituted proceedings against Edison Bell for conspiracy in causing their servants to sign agreements under false names with our factors, thus obtaining goods after they had been placed on the suspended list, and subsequently selling these goods at their own rates and prices to the detriment of our authorised dealers.

The matter came into Court yesterday and it was adjourned until next week but from an observation that fell from the leading Counsel retained by Edison Bell (who by the way have changed their solicitors on this matter going to a firm of which one of their directors is a partner) I can see what they are going to do. The Counsel Mr. F. Lawrence said in reply to Mr. Cripps K.C. whom I have retained, that the defendants intended to claim they had a perfect right to these machines and that what they had done had not injured us. The matter will not be settled next week for I anticipate now that they propose to reopen that old Edison Bell agreement under which they had the right to the patents. Of course, to the very machines they are now buying surreptitiously. My opinion is that this will not help them because if they were entitled to the machines there would be no occasion for this underhand procedure to get them, but it may go towards prejudicing our case and that is probably their move. I have therefore instructed Mr. Fletcher Moulton, K.C. as an additional Counsel for us, and have since learned that the other side claim him under a retainer given him generally for Edison Bell. Being personally acquainted with Mr. Moulton as a friend I have assured him that the original retainer was on behalf of Mr. Edison and the Edison Bell Company and that the interests that are now at stake by the N. P. Co. are those of Mr. Edison consequently he has refused to act for the Edison Bell and will be with us.

I presume the case will come on about February but I foresee no difficulty in the way of our getting an injunction ultimately against them as that which they have done is unquestionably within the four walls of the law as the Counsel put it on the count of conspiracy.

Yours faithfully,

*"Faithful & Overt"*

*Mr. Owen* on of Dept. Division.

*J. Croydon Marks*

**1904. Phonograph - Edison Phonograph Works  
(D-04-27)**

This folder contains correspondence and other documents relating to the business of the Edison Phonograph Works. Included are items pertaining to relations with the International Graphophone Co. and Henry B. Auchincloss, two stockholders in the Works. Also included are financial statements for the period 1890-1904 and a 45-page bill of complaint filed against the Works by the International Graphophone Co.

Approximately 90 percent of the documents have been selected. The items not selected consist primarily of routine letters concerning board meetings, notes, and bonds.

INTERNATIONAL GRAPHOPHONE COMPANY.  
27 WILLIAM STREET.

New York, January 5, 1904.

Edison Phonographs Works,  
Orange, N.J.

Dear Sirs:-

We are duly in receipt of your favor of December 31, 1903.  
enclosing certificate No. 111 in favor of Stephen F. Moriarty and  
certificate No. 112 in favor of Oliver J. Wells, each for five shares  
of stock of Edison Phonograph Works same being transfers of certificates No. 92 and 93.

Thanking you for same.

Yours very truly,

*W. Morrison*

Secretary.



[ENCLOSURE]

INTERNATIONAL GRAPHOPHONE COMPANY.

27 WILLIAM STREET.

New York, December 18, 1903.

Edison Phonograph Works,  
Orange, New Jersey.

*Recd  
12/21/1903  
mm*

Dear Sir:-

Enclosed we hand you the following certificates of the  
Capital Stock of Edison Phonograph Works for transfer.

Certificate No.92 in name of John E.Searles for five shares.

Certificate No.93 in name of J.T.McCheesney for five shares.

Kindly transfer these shares to,

Mr. Stephen F.Moriarty five shares.

Mr. Oliver J.Wells five shares.

Yours very truly,

*Wm Morrison*

Secretary.

[ENCLOSURE]

INTERNATIONAL GRAPHOPHONE COMPANY.  
27 WILLIAM STREET.

New York, December 18, 1903.

Edison Phonograph Works,  
Orange, New Jersey.  
Dear Sir:-

At a meeting of the Executive Committee of the International Graphophone Company held on December 15, 1903 at 27 William Street, New York Mr. Stephen F. Moriarty and Mr. Oliver J. Wells were elected to represent this Company on the Board of Edison Phonograph Works.

Please call a meeting and elect the said gentlemen members of your board of Directors and much obliged.

Yours very truly,

*S. Moriarty*

Secretary.

THOMAS A. EDISON, PRESIDENT.

JOHN F. RANDOLPH, SECY & TREAS.

W. E. GILMORE, GENERAL MANAGER.

# EDISON PHONOGRAPH WORKS

*Orange, N.J.*

STATEMENT OF THE CONDITION OF THE EDISON PHONOGRAPH WORKS  
AS OF THE FISCAL YEAR ENDING FEBRUARY 29, 1904, SAME BEING SHOWN WITHOUT  
REFERENCE TO CAPITAL STOCK.

## ASSETS

Cash & Accounts Receivable,	\$ 44,407.51
Machinery & Tools,	367,923.19
Real Estate & Buildings, including all fittings and fixtures,	206,270.56
Materials--raw, finished stock and goods in process of manufacture,	220,989.26
Manufacturing rights under contract, Models, Drawings and stock in other concerns,	308,054.01

Total,

\$1,147,644.53

## LIABILITIES

Accounts Payable,	\$ 68,275.60
Bonds,	288,000.00

Total,

356,275.60

Total assets over liabilities,

\$791,368.95.

This company was incorporated under the laws of the State of New Jersey in May 1888 with a capital stock of \$300,000.00, which was subsequently increased in March 1890 to \$600,000.00.

In August 1897 we issued bonds for the total sum of \$300,000.00, bearing interest at the rate of 5% per annum, said bonds being a first lien on the entire property of the company. These bonds are being reduced at the rate of \$12,000.00 per annum, the second lot, amounting to \$12,000.00, having been retired August 2, 1904.

THOMAS A. EDISON, PRESIDENT.

JOHN F. RANDOLPH, SECRETARY.

W. E. GILMORE, GENERAL MANAGER.

## EDISON PHONOGRAPH WORKS

*Orange, N.J.*

(2)

The officers of the company are as follows:

President,	Thomas A. Edison
Secretary & Treasurer,	J. F. Randolph
General Manager,	W. E. Gilmore.

In addition to paying bond interest and retiring bonds during the year, we have also paid a dividend on all stock entitled thereto at the rate of 5% per annum.

*W. E. Gilmore*

General Manager.

D  
204

Cash paid to Edison Phonograph Works

[illegible]



[ATTACHMENT]

at a closing of the books of the Edison Photograph Works on February 28<sup>th</sup> 1896 the assets showed a debit in Profit & Loss account amounting to

\$84,097.15

In addition to the above item of loss there appeared on the books two accounts which were carried as Accounts Receivable. One against the Edison Photograph Working Manufacturing Company, which proved to be an entire loss, and which was written off to Profit & Loss under date of February 28, 1898 amounting to The other against the North American Photograph Company, amounting to \$39,125.01 of which amount under date of Feb. 28, 1899 we were compelled to write off to debit of Profit & Loss so that the situation confronting the new management, in order to put the works on a firm basis was to meet a deficiency of This deficiency was gradually reduced, until a surplus of \$193,755.27 gained between February 28<sup>th</sup> 1896 and February 28, 1904 details of which are given below:

96079.88

25981.14

\$206,127.17

For twelve months ending February 28<sup>th</sup> 1896 the sales amounted to

\$176,850.17

The cost of sales, plus General Expense Interest, Discount, Legal Expenses and Bad Debts amounted to leaving an amount carried to credit of Profit & Loss of

154,096.16

\$22,754.01

For twelve months ending February 28<sup>th</sup> 1896 the sales amounted to

107,234.62

The cost of sales, plus General Expense Interest, Discount, Legal Expenses and Bad Debts amounted to leaving an amount carried to credit of Profit & Loss of

105,345.64

1888.98

Forward

246,279.91

## [ATTACHMENT]

2

<p style="text-align: center;"><i>Forwarded</i></p> <p>For twelve months ending February 28<sup>th</sup> 1897 the sales amounted to</p> <p>The cost of sales, plus General Expenses Interest &amp; Discount, Legal Expenses and Bad Debts amounted to leaving an amount carried to credit of Profit or Loss of</p>		<p>\$ 135,971.47</p> <p>127,002.40</p>	<p>24,627.99</p> <p>84,690.7</p>
<p>For twelve months ending February 28<sup>th</sup> 1898 the sales amounted to</p> <p>The cost of sales, plus General Expenses Interest &amp; Discount, Legal Expenses and Bad Debts amounted to leaving a Profit of</p>		<p>188,718.21</p> <p>162,298.89</p> <p>36,122.32</p>	
<p>On August 2<sup>nd</sup> 1897 we issued three hundred five per cent Gold Bonds at a value of \$1,000<sup>00</sup> each to Thomas A. Edison in exchange for \$300,000<sup>00</sup> of demand notes given him for cash advanced to the Edison Phonograph Works and four Profits shown for year ending February 28<sup>th</sup> 1898 we added interest on above mentioned Bonds amounting to leaving off amount carried to credit of Profit or Loss of</p>		<p>750,000</p>	<p>28,622.32</p>
<p>For twelve months ending February 28<sup>th</sup> 1899 the sales amounted to</p> <p>The cost of sales, plus General Expenses Interest &amp; Discount, Legal Expenses and Bad Debts amounted to leaving a Profit of</p>		<p>403,871.91</p> <p>320,807.44</p> <p>83,514.47</p>	
<p>From Profits for year ending February 28<sup>th</sup> 1899 we declared interest on Bonds amounting to leaving an amount carried to credit of Profit or Loss of</p> <p style="text-align: center;"><i>Forward</i></p>		<p>150,000.00</p>	<p>68,514.47</p> <p>130,233.85</p>

[ATTACHMENT]

<p>Forwarded For twelve months ending February 28<sup>th</sup> 1900 the sales amounted to</p>			<p>15023385</p>
<p>The cost of sales, plus General Expenses Interest &amp; Discount, Legal Expenses and Bad Debts amounted to</p>		<p>62141082</p>	
<p>leaving a Profit of</p>		<p>5334862</p>	
<p>Gross Profit for year ending February 28<sup>th</sup> 1900 we deduct Bond Interest</p>	<p>1500000</p>		
<p>Dividend paid Nov 2-1899 of \$1.25 per share</p>	<p>601800</p>		
<p>do do Feb 2-1900 of \$1.25 do do</p>	<p>601800</p>	<p>2703600</p>	
<p>leaving an amount carried to credit of Profit &amp; Loss of</p>			<p>7102920</p>
<p>For twelve months ending February 28<sup>th</sup> 1901 the sales amounted to</p>		<p>61088667</p>	
<p>The cost of sales, plus General Expenses Interest &amp; Discount, Legal Expenses and Bad Debts amounted to</p>		<p>54875626</p>	
<p>leaving a Profit of</p>		<p>6663041</p>	
<p>Gross Profit for year ending February 28<sup>th</sup> 1901 we deduct Bond Interest</p>	<p>1500000</p>		
<p>Dividend paid May 2-1900 of \$1.00 per share</p>	<p>722160</p>		
<p>do do Aug 8-1900 of 1.00 do</p>	<p>722160</p>		
<p>do do Nov 8-1900 of 1.00 do</p>	<p>722160</p>		
<p>do do Feb 8-1901 of 1.00 do</p>	<p>722160</p>	<p>4388640</p>	
<p>leaving an amount carried to credit of Profit &amp; Loss of</p>			<p>2274401</p>
<p>Forward</p>			<p>22400706</p>

[ATTACHMENT]

4

<p>Forwarded</p> <p>For twelve months ending February 28<sup>th</sup> 1902 the sales amounted to</p>			<p>224,007.06</p>
<p>The cost of sales, plus General Expenses Interest, Discount, Legal Expenses and Bad Debts amounted to</p> <p>leaving a Profit of</p>		<p>\$66,384.51</p> <p>59,925.86</p> <p>66,069.65</p>	
<p>From Profits for year ending February 28<sup>th</sup> 1902 we deduct</p>			
<p>Bond Interest</p> <p>Dividend paid May 8-1901 of 1.00 per share</p> <p>do do Aug 5-1901 " 1.25 "</p> <p>do do Nov 20-1901 " 1.25 "</p> <p>do do Feb 20-1902 " 1.25 "</p>	<p>150,000.00</p> <p>72,216.00</p> <p>60,180.00</p> <p>60,180.00</p> <p>60,180.00</p>	<p>40,275.60</p>	
<p>leaving an amount carried to credit of Profit and Loss of</p>			<p>20,794.05</p>
<p>For twelve months ending February 28<sup>th</sup> 1903 the sales amounted to</p>		<p>937,367.96</p>	
<p>The cost of Sales, plus General Expenses Interest, Discount, Legal Expenses and Bad Debts amounted to</p> <p>leaving a Profit of</p>		<p>236,246.02</p> <p>101,021.94</p>	
<p>From Profits for year ending February 28<sup>th</sup> 1903 we deduct</p>			
<p>Bond Interest</p> <p>Dividend paid May 20-1902 of 1.25 per share</p> <p>do do Aug 12-1902 " 1.25 "</p> <p>do do Nov 20-1902 " 1.25 "</p> <p>do do Feb 20-1903 " 1.25 "</p>	<p>150,000.00</p> <p>60,180.00</p> <p>60,180.00</p> <p>60,180.00</p> <p>60,180.00</p>	<p>39,072.00</p>	
<p>leaving an amount carried to credit of Profit and Loss of</p>			<p>61,949.94</p>
<p>Forward</p>			<p>311,710.00</p>

[ATTACHMENT]

Forwarded  
For twelve months ending February  
29<sup>th</sup> 1904 the sales amounted to

The cost of sales, plus General Expenses  
Interest, Discount, Legal Expenses  
and Bad Debts amounted to

leaving a Profit of

From Profits for year ending February  
29<sup>th</sup> 1904 we deduct  
Bond Interest  
Dividend paid May 20, 1903 of \$20 per share  
do do July 20, 1903 of 1.25 do  
do do Nov 20, 1903 of 1.25 do  
do Feb 20, 1904 of 1.25 do

leaving an amount carried to  
credit of Profit & Loss of

The results of the above details  
covering a period of ten years  
between February 28<sup>th</sup> 1894 and  
February 29<sup>th</sup> 1904, after deducting  
a lot of  
paid in dividends and  
paid for Bond interest, we show  
a gain of

On sheet 426 we give you a  
statement of Assets and Liabilities  
March 1<sup>st</sup> 1904 as compared  
with Assets and Liabilities  
March 1<sup>st</sup> 1894

\$1,905,567

1,269,143.8

12691439

1470000

601800

601800

601800

601800

3877200

8814239

1,143,420.0

9720000

\$3999344

## [ATTACHMENT]

6

	Liabilities	Assets	Liabilities	Assets
	March 1, 1904	March 1, 1904	March 1, 1904	March 1, 1904
Cash		122,570		70,038.4
Accounts Receivable		52,290.27		37,403.67
Machinery & Tools		238,048.68		367,923.19
Real Estate & Buildings		72,058.05		139,374.67
Furniture & Fixtures		57,927.17		66,895.89
Inventory of Materials, Now finished and in process of Manufacturing		62,865.21		220,989.26
Patents, Models &c		.....		25,639.85
Manufacturing Rights		292,655.00		254,780.00
		<u>753,073.88</u>		<u>1,150,010.87</u>
Montage	\$ 1,000,000		\$ .....	
Accounts & Notes Payable	79,228.75		68,275.60	
Demand Notes converted into 5% Ford Bonds	300,000.00		288,000.00	
Capital	<u>600,000.00</u>		<u>600,000.00</u>	
	<u>959,228.75</u>		<u>956,275.60</u>	
Increase in Assets March 1 <sup>st</sup> , 1904 over March 1 <sup>st</sup> , 1906				366,940.29
Decrease in Liabilities March 1 <sup>st</sup> , 1904 over March 1 <sup>st</sup> , 1906				<u>329,531.57</u>
				<u>399,893.46</u>

## [ATTACHMENT]

## Summary 7

	Sales	Operating Expenses	Profits	Residual Income	Net Gain
Carroll County Feb 28 1895	176855.17	104096.16	227990.01		227990.01
" " " 1896	107234.62	105345.62	188898		188898
" " " 1897	135971.47	127502.40	846907		846907
" " " 1898	188718.21	102095.89	361222	700000	286222
" " " 1899	403871.91	320307.44	85014.47	1500000	68514.47
" " " 1900	621413.82	523348.62	98065.20	2703600	710292
" " " 1901	610386.67	543756.26	66630.41	4388640	227401
" " " 1902	665355.51	599285.86	66069.65	4027560	2079405
" " " 1903	907367.96	836346.02	101021.94	3907200	619499.4
Sub 1904	119055.65	1068642.18	126914.39	3877200	88142.39
	5237711.91	4426276.47	611435.44	21154200	399893.44

	Sales	Sales	Total
	Operating and Residual Income	Operating and Residual Income	
Carroll County Feb 28 1895	490562.23	127328.94	176855.17
" " " 1896	43721.58	635130.02	107234.62
" " " 1897	82726.73	532446.62	135971.47
" " " 1898	135661.92	530046.27	188718.21
" " " 1899	346918.11	569038.00	403871.91
" " " 1900	533449.31	879645.51	621413.82
" " " 1901	524133.39	862032.8	610386.67
" " " 1902	526689.29	118666.22	665355.51
" " " 1903	791794.23	140770.68	907367.96
Sub 1904	127244.25	115308.32	119055.65
	4129649.21	908062.70	5037711.91

W. E. GILMORE,  
PRESIDENT & GENERAL MANAGER.

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO NEW YORK.

J. E. RANDOLPH,  
SECRETARY & TREASURER.

**NATIONAL PHONOGRAPH CO.**

ORANGE, N. J.

CABLE ADDRESS  
"SYNTHOC, NEW YORK"

**EDISON PHONOGRAPHS & RECORDS.**

83 CHAMBERS STREET, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

LONDON,  
PARIS,  
BERLIN,  
BRUSSELS.

IN REPLYING ADDRESS THE 'COMPANY' NOT  
THE INDIVIDUAL AND MENTION THESE INITIALS.

W. H. G.

*New York*, March 8, 1904.

My Dear Mr. Edison:-

I can purchase the J. De Wolf Cutting stock at  
\$62.50 per share. He has 436  $3/4$  shares, and it would therefore  
take \$27,296.87. There is a possibility I might get it at a lit-  
tle less, but I don't think it will go below about \$27,000. He  
will not consider a proposition on time. He is very hard up and  
needs the cash badly. I can, of course, arrange to borrow the  
money from the Banks, but I think you ought to cinch this right  
away. Telegraph me on receipt of this if you want it. If you  
decide to take it, shall I have it transferred to you direct? If  
not, to whom?

Yours very truly,

*W. E. Gilmore*

*W. H. G.*  
*Edison Phonograph Works Stock*

*all right purchase =*

*JaE*



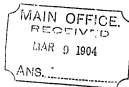
*Graphophone*

INTERNATIONAL GRAPHOPHONE COMPANY.

27 WILLIAM STREET.

New York, March 8, 1904.

Edison Phonograph Works,  
John F. Randolph Esq.,  
Secretary.



Dear Sir:-

Our Company has received no statement of the condition of the Works for many years.

Your Mr. Gilmore promised about a month ago to send us the last annual statement; kindly forward to us the annual statements for six years last past.

Our Board deem it our right to have an expert report on the condition of your books and business, will you please designate a day when we may send an accountant to make the examination we desire.

Very truly yours,

INTERNATIONAL GRAPHOPHONE COMPANY.

*Wm. Morrison*

Secretary.

**23,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.**

**THIS COMPANY TRANSMITS AND DELIVERS** messages only on conditions limiting its liability, which have been accepted by the sender of the following message. Errors can be guarded against only by the sender. The sender is responsible for the accuracy of the message and for the payment of the charges for its transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case will the company be held liable for errors or delays after the message is filed with the company for transmission.

This is an **UNREPEATED MESSAGE**, and is delivered by request of the sender, under the conditions stated above.

**ROBERT C. CLOWRY, President and General Manager.**

**ROBERT C. CLOWRY, President and General Manager**

RECEIVED at 19 La Ma 15 Paig McB-12 190

Dated 4 8 91 J. F. Myers Fla - 12

To Mr. Silmorel

18. Mr. Sumner Edison & Phono & the  
Purchase cutting stock my name  
careful about this title, as I  
believe it is in Estate and  
Sumner Edison

JOHN R. PITNEY      JOHN R. HARDIN  
PITNEY & HARDIN  
COUNSELLORS AT LAW  
PRUDENTIAL BUILDING  
NEWARK, N. J.

MAIN OFFICE.

RECEIVED

MAR 22 1904

Newark, N. J. March 21, 1904.

Mr. W. E. Gilmore,  
General Manager Edison Phonograph Works,  
Orange, N. J.

Dear Sir:

Your favor of the 14th instant enclosing copy of letter of International Graphophone Company was duly received. Generally speaking a stockholder has a right to examine the account books of a corporation but such examination must be made in good faith. Where there is fair reason to believe that the party asking for an inspection of corporate books intends to make an improper use of them, the request may be denied.

If you are therefore confident that the demand of the International Graphophone Company, a stockholder in the Edison Phonograph Works, to put an expert on the books, is not made in good faith, but with improper motives and for improper uses, you may deny the request.

As to the annual statements I think perhaps it would be well to give them such general data as can do no harm. I judge from your letter that you can easily make up such statements.

I enclose suggestion as to letter to be written to the International Graphophone Company in reply to its letter of March 8th.

Yours truly,

*John R. Hardin*

[ENCLOSURE]

[FROM EDISON PHONOGRAPH WORKS?]

International Graphophone Company,  
27 William Street  
New York City.

Gentlemen:

Your favor of the 8th instant was duly received and the request therein contained to fix date on which an expert accountant designated by you may make an examination of the account books of this Company, is noted.

Believing that such request is not made in good faith and that compliance with the request may be detrimental to the interests of this corporation, permission to make such expert examination is under the advice of counsel refused.

The annual statements for                years last past are herewith enclosed. We believe that the information contained therein should be sufficient for legitimate purposes.

Yours respectfully,

HENRY B. AUCHINCLOSS

NEW YORK ADDRESS  
CARE OF  
MESSRS. DOVALE, THIÉRY & AUCHINCLOSS CO.  
428 COLUMBUS AVENUE

REDLANDS, CALIF., March 23 1904

W. E. Gilmore Esq. Gent. Manager  
Cuban Phonograph Works  
(West Orange)

My dear Sir

Your favor "Mch 7" just rec<sup>d</sup> via Redland Me.  
I shall be glad of the statement and  
information at your own time and con-  
venience. It is the first one asked for in  
ten years, and I am in no particular  
hurry for it, now — It will be much  
more satisfactory when you can include  
the results of the last fiscal year.

Yours Truly  
Henry B. Auchincloss

NEW YORK, EMPIRE BUILDING PITTSBURGH, FARMERS BANK BUILDING  
BOSTON, BOARD OF TRADE BUILDING

**PILLING & CRANE**

IRON, STEEL, ORES, COAL, COKE  
GIRARD TRUST BUILDING  
BROAD & CHESTNUT STREETS  
PHILADELPHIA

June 9, 1904.

MAIN OFFICE  
RECEIVED

JUN 12 1904

ANS. 6/12/1904

Mr. John F. Randolph, Treas.,

Orange, N. J.

Dear Sir :

Will you kindly send us the last annual report of the Edison Phonograph Works, together with statement of the condition of the Company, with balance-sheet ? We expect to offer these bonds for sale in order to help us out with our investment in ~~the~~ <sup>the</sup> same. Any information which you can give us which will be interesting to prospective buyers will be much appreciated.

yours very truly,

W.S.P.

*Pilling & Crane*

*Mr. F. H. Jones*

[ATTACHMENT]

THOMAS A. EDISON, PRESIDENT.

JOHN F. RANDOLPH, SECRETARY.

W. E. GILMORE, GENERAL MANAGER.

## EDISON PHONOGRAPH WORKS

*Orange, N.J.*

June 20, 1904.

Messrs. Pilling & Crane,  
Philadelphia, Pa.

Gentlemen:

Your letter of June 9th, addressed to Mr. Randolph, our Treasurer, has been referred to me.

The books have not as yet been finally closed; the delay has been due to the fact that the writer has been in Europe and he desired to go over all figures before finally closing the books for the year ending Feb. 28th, 1904. I shall keep your letter before me, and just as soon as the final figures are completed will give you full particulars. I am hoping to send this to you within the next thirty days.

Trusting this will be satisfactory and regretting that I cannot give you any figures at this time, believe me,

Yours very truly,

WEG/IWW

General Manager.

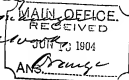
HENRY S. AUCHINCLOSS,

THE EVELYN, 101 W. 78TH ST.

NEW YORK, June 13 1894

Wm. E. Gilman Esq.

Edison Phonograph Works



My dear Sir

Since answering your  
letter of 7<sup>th</sup> March. I have rec.  
nothing from you; — the dis-  
cussion cannot be done.

My address is c/o  
Wm. Buckmaster, 35 Nassau St.  
but letters will reach me at  
any time through the Express.

Yours Truly

Henry Auchincloss

During this week I expect to  
stay with Mrs. Richmond.  
Colgate, Cleveland Park



(WORKS)

(COPY)

July 22, 1904.

Henry B. Auchincloss, Esq.,  
New York.

Dear Sir:

As requested by you some time since, I beg to submit  
herewith the condition of this company as of March 1, 1904.

This company was incorporated under the laws of the State of  
New Jersey in May, 1888, with a capital stock of \$300,000.00,  
which was increased in March, 1890, to \$600,000.00. In August,  
1897, bonds to the amount of \$300,000.00 were issued, bearing  
interest at the rate of 5% per annum, said bonds covering all  
property of this company, both real and personal. The assets and  
liabilities are given you without regard to the capital stock.

ASSETS

Cash on hand and Accounts and		
Notes Receivables,	\$ 44,407.51	
Machinery & Tools	367,923.19	
Real Estate & Buildings and		
Furniture & Fixtures,	206,270.56	
Materials--raw, finished stock		
and work in progress,	220,989.26	
Manufacturing rights under con-		
tracts, models, drawings and		
stock in other companies,	<u>308,054.01</u>	
Total,		\$1,147,644.53

LIABILITIES

Accounts Payable,	\$ 68,275.60	
Bonds outstanding,	<u>288,000.00</u>	
Total,		<u>356,275.60</u>
Total assets over liabilities,		\$ 791,368.93.

H. B. Auchincloss.

(2)

7/22/04.

The net profits for the fiscal year  
ending Feb. 29, 1904, after deducting  
bond interest amounting to

\$14,700.00, were,		\$112,214.39
Paid for dividends,	\$ 24,072.00	
Retirement of 12 bonds,	<u>12,000.00</u>	
Total,		<u>36,072.00</u>

Leaving a balance of,

\$ 76,142.39.

From this balance of \$76,142.39 we expended for three build-  
ings, additions, machinery & tools and furniture and fixtures  
\$49,497.49, leaving a surplus to be carried forward of \$26,644.90.

Asking that you treat this communication as strictly confi-  
dential, I am,

Yours very truly,

General Manager.

HENRY B. AUCHINCLOSS.

HENRY B. AUCHINCLOSS,  
NEW YORK, 101 W. 78TH ST.  
July 28 1894  
LAKE PLACID, N.Y.

Wm. E. Gilman Esq

General Manager, Edison Fr. Co.

My dear Sir:

8/11/94 Orange N.J.

Your Estimate paid 22 received

It is a good showing, considering  
that the life of the patent is nearly spent &  
that the last item of cost is much reduced.  
Pick & considerable reduction

If I understand the item of \$4,949<sup>49</sup>  
correctly as the Equity value of "Wear & Tear"  
this is an amazing capacity of ten per  
cent on the amount of stock outstanding  
(481,440)

With thanks for your courteous  
attention & my request for information

Yours, dear Sir

Yours truly

Henry B. Auchincloss

512  
THOMAS A. EDISON, PRESIDENT.

JOHN F. RANDOLPH, SECY & TREAS.

W. E. GILMORE, GENERAL MANAGER.

## EDISON PHONOGRAPH WORKS

*Orange, N.J.* Aug. 5, 1904.

Mr. Thos. A. Edison,  
Orange, N.J.

Dear Sir:

A special meeting of the Board of Directors of this Company, will be held at the Laboratory of Thos. A. Edison, West Orange, N.J., on Monday, Aug. 8th, 1904, at eleven o'clock, A.M.

The objects for which this meeting is called, are as follows:

To confirm the acts of the officers in paying dividend May 20th, 1904.

To act upon salary heretofore, and to be paid Mr. Thos. A. Edison.

To declare dividend of \$1.25 per share, payable on Aug. 20, 1904, on all stock entitled thereto, and such other business as shall properly come before the meeting.

By order of the President,

Yours very truly,

*J. R. Randolph*  
Secretary.

[ATTACHMENT]

Resolved That ~~the continuation of the~~  
~~the sum of~~ the payment of  
 the sum of 1,000. dollars per  
 month to Dr. A. Edison ~~for~~ <sup>as President</sup>  
~~Salary~~ <sup>of this Co</sup>  
 and Technical ~~services~~  
 he and ~~some~~ <sup>the</sup> ~~other~~ <sup>other</sup>  
~~is hereby~~ <sup>fully</sup> ~~authorized~~ <sup>authorized</sup>  
 and confirmed by this Board  
 and further.

But it resolved that ~~as President~~  
 the salary paid Dr. A. Edison  
 he and hereby is fixed at the  
 sum of 1000. dollars per month  
 from the first day of Aug. 1904.  
~~and the sum of~~ ~~the sum of~~  
~~the sum of~~ ~~the sum of~~  
~~the sum of~~ ~~the sum of~~  
 and further said

[ATTACHMENT]

Secondly the payment of  
Jared Salaries should continue  
until otherwise directed  
by the Board -

V

YIP

THOMAS A. EDISON, PRESIDENT

JOHN F. RANDOLPH, SECY & TREAS.

W. E. GILMORE, GENERAL MANAGER

## EDISON PHONOGRAPH WORKS

*Orange, N. J.* Aug. 8th, 1904.

Mr. Thomas A. Edison,  
Orange, N. J.

Dear Sir:-

I take pleasure in enclosing you herewith a ticket for the Third Annual Excursion of the Edison employees, conferred with the compliments of the excursion committee.

This excursion, which is to be held on September 3rd, 1904, promises to be more pleasant than any held in the past, and it is the earnest hope of the committee that you will be able to participate in the pleasures to be gained by attending.

Yours truly,

*J. F. Moran*  
Secretary.

JHM/EM

CLUBS  
Third Annual Excursion

19

**The Edison Employees**

FROM ORANGE, GLEN RIDGE & SILVER LAKE

To Park Forest View on the Hudson,

on  
**Saturday, September 3, 1904.**

Dancing Music by Deignan's Orchestra.

**TICKETS, - - - - - \$1.00**

Steamers leave Electric Light Dock, Newark, at 9.00 o'clock A. M.

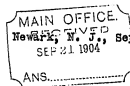
THE CHRONICLE PUBLISHING PRESS, ORANGE.



CABLE ADDRESS  
H. E. L. M. NEWARK  
NEW YORK

LAW OFFICES  
JOHN E. HELM  
PRUDENTIAL BUILDING, 788 BROAD ST., NEWARK, N. J.  
100 BROADWAY, NEW YORK, N. Y.

TELEPHONE  
652 NEWARK, N. J.  
4414 CORTLANDT, N. Y.



William E. Gilmore, Esq.,  
Pres. Edison Phonograph Works,  
Orange, N. J.

In re Edison Phono. Works.

Dear Sir:-

I beg to inform you that I have looked into the questions in regard to the surplus earnings of the Edison Phonograph Works as to the method and the best and fairest way to invest such surplus. Not having the amended certificate of incorporation nor the original nor the by-laws I am unable to give you my full opinion in the matter; however, in answer to your first question

"Can the Edison Phonograph Works, which was incorporated under the act of 1875 and the supplements thereto, take its surplus earnings, after it has declared its regular dividend, and invest it in securities of other corporations?"

The charter I had in my possession does not seem to be the same as the original charter granted to the Company, as it only provides for the raising of money, issuing of bonds to mortgaged property and the manufacturing of phonographs and the various devices for the phonographs. I believe the amended charter, or the original charter, recites the fact that any subsequent law passed by the State of New Jersey, which would be beneficial to the Company, is also considered as an object of the Company; the Company under such object to derive whatever benefit the new law might give.

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100 BROADWAY, NEW YORK, N. Y.

TELEPHONES  
662 THROCKM. N. J.  
4414 CORTLANDT, N. Y.

Page-2.

However, in answer to the above question I find that

"The Company may invest its surplus in securities of other corporations, that is a right which is given to all corporations under the supplements of the General Statutes of 1875 (Provided, the original charter does not limit the Company to the then existing acts). The directors being placed in a fiduciary capacity as trustees and agents for the stockholders of the corporation, (after they pay the dividends the stockholders are entitled to), may, where they have a large surplus of money which is not necessary to use as a working capital, invest in securities of other corporations, but such investment must be made with the utmost care, and the directors must exercise the best judgment in making such investments, and such investments must only be made in the interest of the Company and in common with all the other shareholders. They must use the same discretion and judgment that a court of equity compels trustees and guardians to exercise when they invest money for their cestui que trusts and wards.

Question 2: "Can the Company take such surplus for the purpose of buying in part of its shares outstanding; have the Directors power to pass resolutions authorizing such purchase?"

In answer to question two I find that

"As to the duties and rights of the directors in a corporation, the directors are trustees for shareholders; they occupy a fiduciary relation to other shareholders and are treated by courts of equity as trustees for them. Directors are bound to exercise the utmost good faith and care and not short of the "Uberrima fides"=the most abundant good faith; absolute and perfect candor or openness and honesty; the absence of any concealment or deception, however slight- of the civil law. They must not in any degree allow their official conduct to be swayed by their private interests, unless that interest is the interest which they have in the good of the Company in common with all other shareholders. This principal is asserted and illustrated by judicial decisions almost without number. This duty results from the nature of their employment, and without any stipulation to

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JOHN E. HELM  
NEWARK  
NEW YORK

LAW OFFICES  
JOHN E. HELM  
PRUDENTIAL BUILDING, 766 BROAD ST., NEWARK, N. J.  
100 BROADWAY, NEW YORK, N. Y.

TELEPHONES  
692 NEWARK, N. J.  
4614 CANTLAND, N. Y.

Page-3.

that effect. Their private interest must yield to the official duty whenever those interests are conflicting. They must neither exercise their trust for their own private exclusive benefit nor for the benefit of a third person. They cannot on the other hand give away the property of the corporation or release its securities, or, on the other, take to themselves advantages not common to all the shareholders and where a director, by means of his power as such, secures to himself any advantage over other shareholders or creditors, equity will treat the transaction as void and charge him as trustee for the benefit of the injured parties; nor can such director, as to such parties, claim to have acted in ignorance of what it was his duty to know concerning the conduct and condition of the affairs of the corporation. Being the agents of the corporation, if they exercise their functions for the purpose of injuring its interests and alienating its property, they are personally liable for the loss occasioned thereby; and, being trustees of the corporate assets for its shareholders, whenever they have to divide those assets among the shareholders they must give to each his proportionate share. They must and they are bound to the exercise of the utmost good faith to the end of conserving its property and furthering its interests and the objects for which it was created. And any action on their part, tending to the impairment of corporate rights, the sacrifice of corporate interest, or retardation of the objects of the corporation, would be regarded as a flagrant breach of trust on the part of the directors engaged therein."

Yours truly,



JEH-HD.

[ATTACHMENT]

From your conversation I understand that Mr. Edison is the holder of first mortgage bonds of the Southern Pacific Railroad and other railroads, which are listed and taken by courts of equity as first class securities and which trustees and guardians are authorized to invest in. Mr. Edison could sell these bonds to a third person and the third person sell the bonds to the works. This would give Mr. Edison possession of the cash surplus that the Company has to use as he sees fit; he could then authorize some third party to negotiate and purchase, in the third party's name, in the open market any and all of the stock of the Edison Phonograph Works that he could purchase; this third party could then transfer these holdings to a fourth party or direct to Mr. Edison. After Mr. Edison received the outstanding stock he could then go to work and have the stock registered in his own name and demand from the Board of Directors a division of the surplus on hand, which the stockholders are entitled to, and thereby be the owner of the stock and have his bonds returned to him again by purchasing the same out of the receipts that he would get in his dividend from the surplus earnings.

The main principal of law and equity in matters of this kind are that a director or officer of the Company, being in absolute possession of all the private affairs of the Company and knowing its standing, cannot openly go on the market and purchase any

[ATTACHMENT]

stock of the Company in which he is such director or officer when he knows that the stock that he is about to purchase is entitled to a very large dividend which the selling stockholder is not aware of. If he should attempt to do so he would be acting in defraud of the stockholders and equity would regard it as a flagrant breach of trust on his part or on the part of the directors if they were engaged in such negotiations. However, if Mr. Edison can engage an outside party absolutely uninterested in the Company to purchase such stock and then this outside party come to Mr. Edison and offer to sell it to him unsolicited on Mr. Edison's part, there would be no chance to connect Mr. Edison with any unfairness, simply because a man has a right to buy anything he sees fit if it is offered to him in the ordinary course of business. Then again, he would have to be absolutely careful that the person carrying on the negotiations could be implicitly trusted to keep all matters imparted to him confidential, and never to divulge the negotiations.

Should you desire to take this course I will formulate a plan by which this arrangement can be carried out in a most legal and equitable manner, so that there will be no chance of any stockholder ever being able to come in and declare the transaction a breach of trust on the part of any of the officers connected with the Company.

Edison Phonograph Works, Orange, N. J.

Capital Stock, \$600,000.00

Five per cent Gold First Mortgage Bonds, interest due August 2, and February 2, Bonds payable \$12,000.00 yearly, beginning August 2, 1903. On August 2, 1904, outstanding \$276,000.00

-----

Description of Works.

The Works are admirably situated near the Erie R.R. in West Orange, on level ground, a conservative valuation of the land is \$60,000.00. The supply of suitable labor is ample, the Works being near two lines of Electric cars, and in a thickly settled region.

Nature of Business.

The Phonograph Works manufacture phonographs and accessories for the entire world except Germany and England. In addition to manufacturing phonographs, the Works manufacture under a favorable and perpetual contract, all the line dating and numbering machines sold by The Bates Manufacturing Company throughout the world. The Works also manufacture for the Edison Manufacturing Company, fan motors, X-Ray apparatus, kinesiographs and different kinds of medical apparatus, amperemeters, battery parts and other specialties.

Management.

Thomas A. Edison is president of the Company; he holds a majority of the stock. Though it is not generally known, Mr. Edison when 24 years old, owned and successfully ran a machine shop employing 225 men. He gives much of his time to the improving of tools and methods used at the Phonograph Works, making no charge for his services. Mr. W. E. Gilmore, formerly Assistant Manager of the General Electric Works at Schenectady, is a thoroughly competent and energetic manager. The shop is now running to advantage, the tools being well arranged and organization complete.

History of Bonds.

The Works started seventeen years ago. The Capital Stock not proving large enough, Mr. Edison advanced \$421,000.00 in cash to the Works. He was paid interest on his advances and \$121,000.00 on the principal. He held demand notes of the Works, August 2, 1897 for \$500,000.00 bearing 6%. These he exchanged for \$500,000.00 of bonds.

Description of the Bonds.

300 Bonds each \$1,000.00 paying 5 per cent per annum, interest due August 2, and February 2. The principal and interest are payable without any deductions for National, State, County or Municipal taxes. The Fidelity Title and Deposit Company of Newark is Trustee for the Bond Holders under the Mortgage. Bonds may be registered. The Mortgage which runs against both Real and Personal property, was drawn to protect the interest of the Bond Holders in every way. The Works are given all reasonable freedom to conduct business, so long as there is no impairment of the security and all obligations are properly met. The Works are to sign all papers needed to make the mortgage cover extensions, the Works to keep the taxes properly paid. Insurance of \$250,000.00 to be carried and losses payable to holder of mortgage and trustee for the bonds. The Works are to keep the building in good repair.

(2)

Assets and Liabilities:-

-;Assets:-

	Dec.1,1897.	Feb. 29, 1904.
Real Estate Buildings & Fixtures....	\$151,391.09	\$206,270.56
Machinery and Tools, .....	267,478.78	267,923.19
In process of manufacture.....	50,000.00	220,989.26
Cash and Accounts Receivable.....	36,273.58	44,407.51
Stock of other Companies etc.....	24,334.77	208,054.01
	\$ 529,478.22	\$ 1,147,644.53

-;Liabilities:-

Bonds and Mortgage, (X Aug.3,1904)	\$ 320,000.00	\$ 276,000.00 (X)
Accounts Payable.....	17,974.63	68,275.00

Profits of Business:-

The profits of the business for four years ending February 28,1898, were \$126,073.00 on sales of \$556,000.00. Since that time the profits have been much larger. 8% dividends are paid on stock yearly.

Affiliated Selling Company.

The National Phonograph Company sells for the Edison Phonograph Works. Its statement shows approximately, cash and bills receivable, \$750,000.00 against \$50,000.00 total amount owed. In addition it has about \$400,000.00 of other assets.

Bonds now offered for Sale, subject to Prior Sale.

3	Bonds, due August 2, 1921,
7	" " " " 1922,
1	" " " " 1923,
5	" " " " 1925,
5	" " " " 1926.

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Orange, N. J., September, 1904.

[ATTACHMENT]

*Edison Phonographs*

<u>Assets</u>			
91647.31	Cash on hand	400	Accounts Receivable
748500.74	Materials Raw Finished and		
507310.83	Wip. process of Manufacture		
376321.90	Machinery & Tools		
10758.00	Buildings, Furniture & Fixtures		
	Automobiles		
	400 Miscellaneous.		
<u>Liabilities</u>			
	Accounts Payable	161554.59	
	Loan from National Phon Co	378403.78	
	5% Gold Bonds outstanding	250000.00	
	Capital Stock	600000.00	
	Total net assets over Liabilities	343583.92	
1735542.29			1735542.29



THOMAS A. EDISON  
*President*

W. S. MALLORY  
*Vice-President*

J. F. RANDOLPH  
*Secretary-Treasurer*

## EDISON STORAGE BATTERY Co.

*Telephone, 76 Blauvelt*

GLEN RIDGE, NEW JERSEY      Oct. 27, 1904

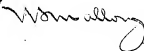
Mr. J. F. Randolph, Treas.,  
Edison Laboratory, Orange, N. J.

Dear Sir:

Please note that Pilling & Crane have decided not to  
sell any of their Phonograph bonds at less than 90% and interest. They  
still have about \$20,000 worth of them.

Very truly yours,

WSM/L



Dec 13-1904

Bond Holders  
— of the —  
Edison Photograph Works

		Bonds	
Aylesworth, J. H.	East Orange, N. J.	2	
Beaver	"	64	
Batt, Ludwig and Mrs. Karolina	South Amptn, N. J.	7	
Cutting, Walter (Kearns & Cutting)	Pittsfield, Mass.	3	
Cutting, Walter	"	3	
Chaplin, Gilbert V.	Havenside, N. J.	2	
Edison, Thos. A.	West Orange, N. J.	21	
Edison, Mrs. Mina M.	"	147	
Gay, H. S.	Shamokin, Pa.	7	
Gump, James	Montclair, N. J.	10	
Ott, Frederick P.	West Orange, N. J.	1	
Ott, Mrs. Sophia A.	Orange, N. J.	1	
Pelzer, M.	New York City, N. Y.	4	
Schroder, Frederick	Orange, N. J.	1	
Schmerhorn, J. P.	East Orange, N. J.	1	
Sphon, Gustaf & Son, E.	Orange, N. J.	1	
Sphon, Curtis, Jr.	"	1	
			276

276 Bonds @ \$1000. Ea. \$276,000.00

Original issue 300  
 Redeemed 24  
 Outstanding 276

IN CHANCERY OF NEW JERSEY.

To his Honor William J. Magie, Chancellor of  
the State of New Jersey.

Humbly complaining shows unto your Honor your  
orator, International Graphophone Company, a corporation  
created and existing under the laws of the State of New  
York and having its principal offices in the Borough of Man-  
hattan, in the County and State of New York, and a stock-  
holder in the Edison Phonograph Works, a corporation created  
and existing under the laws of the State of New Jersey,  
hereinafter called the "Works", for and in behalf of itself  
and all other stockholders in the said Works who may come  
in and contribute to the expenses of this suit.

1. That your orator is a corporation created and  
existing under the laws of the State of New York, and was  
formed on or about the twenty-second day of August, eighteen  
hundred and eighty-nine, by a certificate filed and recorded  
in the office of the Secretary of State of the State of  
New York, pursuant to the provisions of an Act passed by  
the Legislature of the State of New York February 17th,  
1848, and entitled "An Act to authorize the formation of cor-  
porations for manufacturing mining, mechanical or chemical  
purposes", and of the several acts extending and amending  
the same, and that the objects for which your orator was  
formed, as stated in its said certificate of incorporation,  
were and are to manufacture, acquire, procure, develop,  
exploit, sell and use and to license others to manufacture,  
develop, exploit, sell and use all inventions or any part  
thereof relating or appertaining to the recording and re-  
producing speech and musical or other sounds, or which are  
available in connection therewith or auxiliary thereto and

and other new and useful inventions, either before or after the same are patented; to acquire, procure and own, American and foreign patents, for said inventions, and to lease, purchase, hold, manage, improve, develop, operate, sell, convey or exchange any and all real estate necessary and proper for the successful transaction of the business of the Company in the states of New York and Connecticut, and other states and territories of the United States and in all foreign countries of the world, as by the said certificate of incorporation, or a duly attested copy thereof, will more fully and at large appear, and to which your orator begs leave to refer for greater certainty should it be necessary hereafter so to do.

2. That your orator, pursuant to the powers and privileges conferred upon it by law and by the said Acts of the Legislature of the State of New York has acquired in the manner hereinafter more particularly set forth, and now owns and holds one thousand four hundred and forty shares of the Capital stock of the said Works of the par value of one hundred dollars each, and that the said shares stand in the name of your orator on the books of the said Works, and have so stood since in or about the month of March, One thousand eight hundred and ninety.

3. That in or about the year eighteen hundred and seventy-eight Thomas Alva <sup>Edison</sup> invented certain machines capable of recording and reproducing sounds, known as phonographs, and also certain appliances and devices to be used in connection therewith, and secured letters patent of the United States and foreign countries covering each of the said inventions.

4. That afterwards, <sup>and</sup> on or about the eighth day of October, eighteen hundred and eighty-seven, the said Edison caused and procured a corporation to be formed under

the laws of the state of New Jersey by the name of the Edison Phonograph Co., which said corporation was formed by the filing of a certificate of incorporation in the office of the Secretary of State of New Jersey, on the said last mentioned day, under and by virtue of the provisions of ~~the~~<sup>an</sup> act of the Legislature of the State of New Jersey entitled "An act concerning corporations", approved April 7th, 1875, and the several supplements thereto, with the powers in the said certificate ~~mentioned~~, that is to say: To manufacture and sell phonographs and apparatus and devices embodying the same: to purchase and own letters patent, and to grant rights <sup>and licenses</sup> thereunder: to buy lands and to erect thereon buildings and machinery for the purpose of such manufacture, and to issue bonds secured by mortgage upon the property and franchises of the said company; that the authorized capital stock of the said Company as fixed by the said certificate of incorporation was one million two hundred thousand dollars divided into twelve thousand shares of the par value of one hundred dollars each, that the names and residences of the stockholders named in and who executed the said certificate, and the number of shares subscribed by each are as follows: Thomas A. Edison, 11,960 shares, Alfred G. Tate 10 shares; John C. Tomileon 10 shares; Ezra T. Gilliland 10 shares; Samuel Ineull 10 shares/ to which said certificate of incorporation, or the record, or a certified copy thereof, your orator begs leave to refer for greater certainty should it be necessary hereafter ~~so to~~ do. And your orator shows and charges the fact to be that the said Tate, Tomileon, Gilliland and Ineull were in the ~~the~~ corporation of the said company acting as the representatives and agents of the said Edison and wholly under his direction and control, and without any

personal or financial interest in the said company, and that the said company was formed by the said Edison, for the sole and exclusive purpose of entering into and performing the several covenants and agreements thereafter entered into by it, as hereinafter more particularly <sup>by</sup> set forth.

5. That afterwards and, on or about the twenty-eighth day of October, Eighteen hundred and eighty-seven, the said Edison caused an agreement to be entered into between himself and the said Edison Phonograph Company by which in consideration of the issuing to him of all or nearly all the capital stock of the said company, he agreed to and thereby did transfer, assign and set over <sup>into</sup> to the said company all of his said letters patent which ~~had~~ been issued in the United States of America and in the Dominion of Canada, and his existing applications for letters patent in the said countries for inventions and improvements in phonographs and other sound reproducing machines, and the extensions of the said letters patent thereafter granted in the said countries, and <sup>did</sup> further agree to furnish and equip a factory suitable for the manufacture of phonographs and the supplies necessary therefor and capable of supplying the demands of the said Edison Phonograph Company, and to manufacture and to sell such phonographs to the said Edison Phonograph Company upon certain terms and conditions in the said agreement mentioned, and by which the said Edison Phonograph Company granted to the said Edison the exclusive right, authority and licenses to manufacture the various inventions covered by the said letters patent and applications therefor, then owned or to be hereafter owned by the said company, and that on or about the said last mentioned day the said Edison also entered into an agreement with one George Edward Gouraud, of London, England, by which the said Gouraud agreed to purchase from the said Edison all

phonographs and the supplies necessary therefor required for the use in foreign countries, upon certain terms and conditions therein mentioned, and the said Edison agreed that one-half of the output of any ~~x~~ factory established by him in the United States for the manufacture of phonographs and ~~supplies~~ should be at the disposal of the said Gouraud.

6. That afterwards, and on or about the third day of May, eighteen hundred and eighty-eight, the said Edison caused and procured a corporation to be formed under the laws of the State of New Jersey, by the name of the Edison Phonograph Works, which said corporation was formed by the filing of a certificate of incorporation in the office of the Secretary of State of the State of New Jersey on the said last mentioned day under and by virtue of the provisions of an Act of the Legislature of the State of New Jersey entitled "An act concerning corporations", approved April 7, 1875, and the several supplements thereto and ~~amend~~ acts amendatory thereof, with the powers in the said certificate mentioned, that is to say: to manufacture phonographs and the various apparatus and devices connected therewith and to sell the same, and to manufacture and sell various other machines, apparatus, devices and things; to buy lands, and to erect thereon buildings and machinery for the purpose of such manufacture: to issue bonds secured by a mortgage or mortgages upon the property and franchises of the said company, and to sell the same for the purpose of raising money with which to build, purchase and erect factories, machinery, &c.: that the said company was formed with an authorized capital stock of three hundred thousand dollars, divided into three thousand shares, of the par value of one hundred dollars each, and that the names and residences of the stockholders named in and who executed the said certificate, and the ~~x~~ number of shares subscribed by each are as follows:

Thomas A. Edison, one thousand five hundred and sixty shares; Charles Batchelor, five shares; John C. Tomlinson, five shares; and Alfred O. Tate, Trustee, one thousand four hundred and fifty shares, making in all the full authorized capital stock of the said company, to which said certificate of incorporation, or the record, or a certified copy thereof, your orator begs leave to refer for greater certainty should it be necessary hereafter to do so. And your orator shows and charges the fact to be that the said Batchelor, Tomlinson and Tate were in the incorporation of the said works acting as the representatives and agents of the said Edison, and wholly under his direction and control and were without any personal or financial interest in the said works.

7. That afterwards, and on or about the twelfth day of May, Eighteen hundred and eighty-eight, a certain agreement in writing was by the procurement of the said Edison and by the virtue of his control of the directors and stockholders of the said Works made between the said Edison and the said Works, in and by which after reciting the said agreement between the said Edison and the said Edison Phonograph Company and the said agreement between the said Edison and the said Gouraud, and that the said works had been organized to undertake the manufacture of phonographs and supplies required by the said Edison Phonograph Company and the said Gouraud, and was willing and desirous of assuming the obligations of the said Edison under the said agreements between him and the said Edison Phonograph Company and between him and the said Gouraud, so far as the manufacture of phonographs and supplies for domestic and foreign use was concerned, the said Edison agreed to give and did thereby give to the said Works the exclusive right, authority and license under each and every the letters patent and applications



therefor under which a licensee has been granted to him by the said Edison Phonograph Co., pursuant to the provisions of the said agreement made between them on the twenty-eighth day of October, Eighteen hundred and eighty-seven, to manufacture the invention therein severally described, and agreed that he would give and grant to the said works a similar license under each and every the letters patent upon inventions under which he might receive or be entitled to receive a license to manufacture pursuant to the said last mentioned agreement, and did further agree to give, <sup>and he hereby did give</sup> to the said Works the exclusive right, authority and license to manufacture phonographs and the supplies necessary therefor for export and use in foreign countries, it being therein recited to be the intention to confer upon the said Works the same right and license under the patents owned or to be owned by the said Edison Phonograph Company as were conferred by the said last mentioned Company upon the said Edison, and the same right to manufacture phonographs and supplies for export and use in foreign countries as were conferred upon the said Edison by the contract between him and the said Gouraud herein ~~last~~ <sup>before</sup> referred to, and the said Works did thereby on its part agree with the said Edison that it would forthwith equip and erect a factory suitable for the manufacture of phonographs and the supplies necessary therefor and capable of supplying the demands of the said Edison Phonograph Company, and that it would promptly meet and fill all the orders of the said company, and would deliver to it or to such persons as it might direct, for sale within the United States of America and the Dominion of Canada, all phonographs and supplies so ordered at the actual cost of the manufacture thereof plus twenty per cent of such cost, the cost of manufacture being defined to include cost of labor, material and general

expense; that it would not sell said phonographs and supplies so to be manufactured for domestic consumption to persons other than the said Edison Phonograph Company save by its directions and with its consent; that the factory so to be established by it should be of a capacity sufficient not only to meet the demands of the said Edison Phonograph Company, but also to supply the orders of the said Gouraud for the foreign market, and that it would promptly supply all the orders of the said Gouraud, and would deliver to him or such persons as he might direct the said phonographs and supplies at the actual cost of manufacture plus twenty percent thereof, the cost of manufacture to include labor material and general expense; that if required by the said Gouraud one-half of the entire output of the said factory should be subject to the order of the said Gouraud, and that no phonographs or supplies should be sold by the said factory for foreign use save to the said Gouraud, or such persons as he might designate. That in and by the said agreement the said works did further agree with the said Edison to transfer, assign and deliver to him, his heirs, executors, administrators and assigns, fifty-two percent of its entire capital stock as and when the same might be issued by it, that is to say, for every four and eighth tenths shares of its capital stock sold or issued for the property by the said Works as and when the same was sold or issued it would transfer, assign and deliver to the said Edison, his heirs, executors, administrators and assigns, five and two tenths shares of its capital stock until the then present capital of three hundred thousand dollars had been entirely issued; and that in case <sup>at</sup> ~~within~~ any time within twenty-five years from the date of the said agreement, and for any purpose, it should increase its then present

capital of three hundred thousand dollars it would transfer, assign and deliver ~~into~~ to the said Edison, his heirs, executors, administrators and assigns, fifty-two percent of each and every <sup>such</sup> increase. That the said Edison thereby agreed for himself, his heirs executors, administrators and assigns, that of the stock issued and delivered to him or them pursuant to the provisions of, the said contract he or they would immediately upon its receipt transfer and assign thirty-eight percent. of the stock so issued and delivered to him or ~~to~~ them to a trustee to be agreed upon between him and the said works, upon the following trusts and conditions, that is to say:

"1. That said stock so delivered to the trustee shall not participate in any of the earnings of the party of the second part ( being the said works) nor be entitled to share in any dividends. If, however, the earnings of the company which it decides to declare as dividends in any one year amount to over twenty-five per cent. (25%) on its entire stock exclusive of such stock so held in trust as aforesaid, then such trust stock, shall be entitled to participate ratably with the other stock in such excess: and

2. That the party of the first part ( being the said Edison), his heirs, executors, administrators and assigns, shall have the exclusive right to vote upon the stock so held in trust at all meetings, of the company, and a proxy shall be given him or them for such purpose: and

3. That in case the Company is dissolved or should go into liquidation such trust stock shall not be entitled to participate or share in the property or assets of the Company; "to which said agreement your orator prays leave to refer for greater certainty should it be necessary hereafter so to do.

8. That shortly after the making of the said last <sup>mentioned</sup> agreement, and pursuant to the terms thereof, the said Works did issue to the said Edison One thousand five hundred and sixty shares of its capital stock, being fifty-two percent of the entire amount of its then authorized capital stock; that thereafter and on or about the tenth day of March, in the year eighteen hundred and ninety, the said Edison Phonograph works duly increased its authorized capital stock from the sum of three hundred thousand dollars to the sum of six hundred thousand dollars, and thereupon issued to the said Edison one thousand five hundred and sixty additional shares of its stock, being fifty-two percent. of the said increase of its said capital stock; that upon the issuing to the said Edison of the one thousand five hundred and sixty shares of the capital stock of the said Works first above mentioned, the said Edison did deposit five hundred and ~~eighty~~ <sup>ninety</sup> two and eight tenths of said shares being thirty-eight percent thereof, with the Manhattan Trust Company of New York, as a trustee selected by him and the said Works upon the trusts in the said last mentioned agreement set forth, and thereupon received and held, and still holds pursuant to the said agreement, proxies to vote the said shares of stock at the annual meetings of the stockholders of the said works, and that upon the issuing to the said Edison of the one thousand five hundred and sixty shares of the capital stock of the said Works secondly above mentioned, the said Edison did deposit five hundred and ninety-two and eight tanths of said shares being thirty-eight percent. thereof, with the said Trust Company as trustee as aforesaid, and thereupon received and held and still holds pursuant to the said agreement proxies to vote the said shares of stock as aforesaid, and that by virtue

of the said proxies and of the ownership ~~by~~ the said Edison of the remaining one thousand nine hundred and thirty-four and four tenths shares of the three thousand one hundred and twenty shares of the said works, so issued to him as aforesaid, the said Edison controls, and has ever since the month of March, eight~~een~~ hundred and ninety, controlled, the selection and election of the officers and directors of the said Works, and has controlled, directed and managed all of its business and affairs. And your orator further shows and charges the fact to be that all <sup>the</sup> acts and doings of the said Works hereinbefore and hereinafter referred to, have been at the procurement and under the sole direction and control of the said Edison.

9. That on or about the twenty sixth day of February, eighteen hundred and ninety, the said Edison and your orator caused and procured a corporation to be formed under the laws of the State of New Jersey by the name of Edison United Phonograph Company, with an authorized capital stock of ~~an~~ \$1,000,000 divided into ten thousand shares of the par value of one hundred dollars each, which corporation was formed by the filing of a certificate of incorporation in the office of the Secretary of State of the state of New Jersey on the said last mentioned day under and by virtue of the provisions of an Act of the Legislature of the State of New Jersey entitled "An act concerning corporations", approved April 7, 1875, and the several amendments supplemental thereto and acts amend<sup>atory</sup> thereof, for the purposes therein mentioned, that is to say,- (1) To manufacture, buy, sell, rent, lease and otherwise acquire, use and cause to be used, also to hold and in any way dispose of phonographs, phonograph-graphophones, graphophones,

and all articles and instruments and machines of any other kinds or description whatsoever used or capable of being used or intended to be used for the recording and reproducing of sounds, and any or either of them or any part thereof, and any and all material, articles, contrivances, appliances, and things now or hereafter used or required in the manufacture, use or operation of the same; (2) so far as may be necessary for the business of the Company and as the Company may be allowed, by contract and by law to do, to manufacture, purchase, own, sell and use ~~them~~, and to license others to manufacture, sell and use patents, patent rights, inventions, processes and mechanical contrivances and appliances relating to the manufacture, use or operation of said phonographs and other instruments of the character above described; (3) so far as may be desirable and necessary for the business of the Company and the law may allow, to sell, grant and assign the aforesaid patents, patent rights, inventions, processes and contrivances relating to the manufacture, use or operation of the said phonographs and other instruments above described or any of them; (4) so far as may be allowed by contract and by law, to purchase or lease manufactories and other property for the business of the said Company; (5) so far as it may legally be done, to buy, own, sell and otherwise dispose of shares in the capital stock of any corporation engaged in the business of manufacturing, making using or selling phonographs and other instruments of the character above described, or using or dealing in materials, appliances, instruments or machines dealt in by the Company, in connection with its said business; (6) also so far as the same may legally be done, to acquire, hold and convey in the State of New Jersey and in the State of New York and elsewhere either within the United States of America or in other parts of the world

(12)

should the business of the said Company require it, such real estate as shall be necessary for the convenient transaction of its said business, and to invest the funds of the Company in the stocks, bonds or securities of other corporations or companies owning lands situated in this state or in any of the other States comprising the United States of America, or in any other countries in the world, and to mortgage any part of its real or personal estate and to issue bonds therefor as provided by law; (7) to do each and every lawful act incidental to its said business as may be allowed by law, and to exercise all the <sup>power</sup> ~~power~~ of the laws of this state to corporations whether the same be ~~as~~ expressed or implied, to which said certificate of incorporation, or the record, or a certified copy thereof, your orator begs leave to refer should it be necessary, hereafter so to do.

10. That the said Edison United Phonograph Co was formed for the purpose of vesting in the said Company all of the letters patent theretofore issued to the said Edison or then or thereafter to be applied for by him, in countries save the United States of America and the Dominion of Canada, for inventions relating to phonographs and improvements therein and supplies necessary therefor, and also the right title and interest of your orator in and to certain letters patent and applications therefor for inventions of and improvements in sound producing machines known as graphophones and phonograph-graphophones issued in foreign countries, which were of large value, and that the four agreements next hereinafter set out were entered into simultaneously in furtherance of the said purpose, and for the further purpose of conferring upon the said Works the

right and licenseto manufacture all of the phonographs, graphophones, phonograph-graphophones, devices and supplies covered by the said letters patent, applications and inventions.

11. That afterwards and on or about the eleventh day of March, eighteen hundred and ninety, an agreement in writing was made between the said Edison and the said Edison United Phonograph Company, bearing date the day and year last aforesaid, wherein, after reciting that the said Edison was the inventor of what was generally known as the phonograph, which invention is more particularly described ~~and~~ in letterspatent of the United States No. 200,521, dated February 19th, 1878 for an "Improvement in phonographs or Speaking Machines", and upon and including which invention, letters patent of various countries had been granted to him, and that applications for other letters patent therefor had been made, and that the said Edison United Phonograph Company was a corporation organized for the purpose of exploiting the introduction and use of phonographs, graphophones and speaking machines, and desired to acquire from the said Edison his said certain letters patent and inventions in all ~~the~~ <sup>the</sup> countries of the world save and except the United States of America and the Dominion of Canada, and also proposed to acquire <sup>certain</sup> other inventions and letters patent relating to graphophones, phonograph-graphophones and other kinds of speaking machines, it was among other things provided that the said Edison, in consideration of being ~~g~~ given five thousand ~~shares~~ of the capital stock of the said Edison United Phonograph Company, thereby agreed to

14



and did transfer, assign and set over into the said last mentioned Company his entire right, title and interest in and to the said existing letters patent and existing applications for letters patent and in all extensions of the same thereafter granted, in each and every country of the entire world save and except the United States of America and the Dominion of Canada, upon his aforesaid inventions and improvements relating to phonographs or speaking machines, it being, however, distinctly understood ~~that~~ and agreed that the said inventions, improvements, letters patent and applications were restricted to phonographs or other speaking machines, and to phonograph supplies and appliances especially invented or created to be used with phonographs or other speaking machines, but not including batteries, battery cords, tables, cabinets and other similar articles appertaining to or used in connection with phonographs or other speaking machines, and commonly sold in the open market, and also not including the right to use any of said inventions ~~and~~ improvements in or in connection with dolls, toys, toy figures and clocks, the right to use the same in or in connection with dolls, toys, toy figures and clocks, being especially excluded from the said assignment and agreement. That in and by the said agreement it was further provided that it being the intention of the parties thereto that the said Company should grant to the said Edison, upon certain terms and conditions, the sole and exclusive right to manufacture for it and its licensees and assignees, under all of the letters patent or rights which it then owned or controlled or at any time thereafter might own or control,

relating to <sup>the</sup> said inventions or improvements, and the said Edison having theretofore requested the said Company to consent that the aforesaid right to manufacture should be given to a certain corporation to wit, the said works, and the said Company being willing to accede to the aforesaid request of the said Edison it was agreed that simultaneously with the execution of the said agreement, a certain license agreement to manufacture should be entered into by and between the said Company and the said Works, a copy of which said proposed license agreement was annexed to the said last mentioned agreement, to which said agreement, and the schedules and exhibits annexed thereto, your orator prays leave to refer for greater certainty should it be necessary <sup>for</sup> to do.

12. That on or about the said eleventh day of March, eighteen hundred and ninety, ~~and~~ an agreement in writing was made between your orator and the said Edison United Phonograph Company bearing date on that day, wherein it was redited, as the fact was, that your orator had certain right, title and interest in and to certain letters patent granted in foreign countries for certain inventiontions relating to graphophones, phonographs and speaking machines, and their attachments and appurtenances, and that the said Edison United Phonograph Company was a corporation organized for the purpose of, exploiting the introduction and use of phonographs, graphophones, and speaking machines, and desired to acquire from your orator all its right, title and interest in and to the said letters patent and inventions and applications therefor therein mantioned, in all the countries of the world, and that in

and by the said agreement between your orator and the said Edison United Phonograph Company your orator in consideration of being given five thousand shares of the capital stock of the said company ( the same being given and accepted as fully paid and unassessable), thereby agreed to and did transfer assign and set over unto the said company its entire right, title and interest in, to, under and by reason of the said letters patent and inventions and applications therefor therein mentioned. That in and by the said agreement it was further, among other things, provided as follows:

"The second party ( being the said Edison United Phonograph Company) having acquired simultaneously with the execution of this agreement certain right, title and interest in certain letters patent, granted in certain foreign countries for inventions of Thomas Alva Edison such rights having been acquired by reason of an agreement between the said Thomas Alva Edison and the said second party of even date herewith, and it being believed to be for the interest of the parties hereto and of the said Edison that the second party hereto should grant to the Edison Phonograph Works, a corporation organized and existing under the laws of the state of New Jersey, a certain license, agreement to manufacture phonographs and graphophones and other articles, it is agreed that simultaneously with the execution of this agreement, a certain license agreement to manufacture shall be entered into by and between the second party hereto and the said Edison Phonograph Works, whereby the said Edison Phonograph Works shall assume and agree to do and perform each and everything that may be necessary to be done and performed in order to maintain the right, title and interest of the

second party herein to the said letters patent and ~~and~~ inventions and applications therefor therein mentioned, a copy of which said proposed licensed agreement was annexed to the said last mentioned agreement, which said agreement, with the schedules and exhibits thereto annexed, is in the possession of your orator ready to be produced and proved when and where this court may direct, and to which your orator begs leave to refer for greater certainty should it be necessary hereafter so to ~~to~~ do.

13. That on or about the said eleventh day of March, eighteen hundred and ninety, a certain agreement in writing ( being the license agreement referred to and provided for in the two last mentioned agreements) was entered into by and between the said Edison United Phonograph Company as party of the first part, and the said Worke as party of the second part, in which, after reciting as follows:

"Whereas, the first party is engaged in the business of promoting the introduction and use of speaking machines, including phonographs graphophones, and phonograph-graphophones, and in connection with the said business has acquired rights under certain agreements relating to patent rights and franchises in certain parts of the world, entered into by and between it and other parties, among which agreements are the following, to wit: Two agreements made on the same date as the execution of this agreement, one between Thomas Alva Edison and the first party hereto, and the other between the International Graphophone Company and the first party hereto, reference to both of which agreements, is now made for greater particularity: and

"Whereas, the <sup>first</sup> party expects to own or acquire in the future either in whole or in part, certain other ~~patents~~ <sup>patents</sup> or

equivalent rights relating to speaking machines as aforesaid, in the different countries of the world; and

"Whereas, the first party proposes by this agreement to grant to the second party an exclusive license to manufacture in every county of the world, so far as it may legally have the power to grant such rights all inventions and improvements relating to phonographs or other speaking machines as aforesaid, and relating to devices, supplies and appliances of all kinds connected with the same or with the manufacture thereof, which the first party has heretofore acquired or may hereafter acquire in any and all countries of the world, but such manufacture to be for the sole use and benefit of the first party and its assigns and authorized licensees or agents", it was among other things provided as follows:

"First-, the first party hereby agrees to <sup>and hereby does grant</sup> grant <sup>to the</sup> the second party the sole and exclusive right in all parts of the world, including the United States and the Dominion of Canada, and all other countries, to manufacture for it and upon its order, for its assigns agents and licensees, but for no one else, all inventions and improvements appertaining to phonographs, graphophones, phonograph-graphophones and speaking machines of every kind and all supplies and appliances especially invented or created to be used with phonographs, graphophones or other speaking machines (but not including batteries, battery cords, tables, cabinets and other similar articles appertaining to or used with speaking machines and commonly sold in the open market) described in or covered by the agreements and patents referred to in the above recitals hereof, or described in or covered by

any other present or future agreements, inventions or patents franchises, privileges of governmental good-will, or the equivalents thereof, and relating to aforesaid inventions and improvements first above named in this section, which the first party <sup>may</sup> now or hereafter make, acquire, or be licensed under, or become interested in, in any part of the world".

"Second,- The second party agrees to manufacture to the extent herein provided for, the aforesaid phonographs and machines and the separate parts thereof, and the said supplies and apparatus described in and covered by said patents and agreements, and to deliver the same to the first party, or its order, wherever manufactured, at the estimated actual cost of manufacture plus twenty per centum thereof, the said cost of manufacture to include cost of labor, material and general expense, not including rent or interest or depreciation, except that at the end of each calendar year there shall be paid on account of depreciation an amount equal to five percent. of the value of the machinery used in the manufacture of said machines, parts devices and apparatus, but only a proportionate amount to be paid for a part of a year. Such royalties for the use of patents as the second party may be compelled to pay and the first party may elect to have the second party use, shall also be included in general expense."

"Fifth,- The extent to which the manufacture of articles covered by this agreement is to be carried on, shall be regulated by the requirements of the first party as indicated by its firm orders, subject, however, to the following restrictions, that is to say: Within one calendar month from the time when the second party shall give

1

written notice to the first party of the particular kind or type of phonograph or other speaking machine it has determined on as above provided for ( and the second party agrees that it will determine on such machine within not less than one month from the date of this instrument), the first party shall give to the second party its firm order for the delivery of (10) ten complete machines per diem, exclusive of Sundays and legal holidays, the said order to continue in force for a period of not less than three months from the beginning of the date of the delivery thereunder, such delivery to begin as soon as the second party is ready to deliver, but not later than sixty days from the receipt <sup>of</sup> the second party of such order, , if the first party so insists."

"Should the first party desire either to increase or diminish the aforesaid daily amount of out put, to take effect after the expiration of the said three months, it shall serve written notice upon the said party at least six weeks before the date when such increase or diminishing of output is to take effect; and should the first party desire at any time or times thereafter to again regulate the amount of the daily output, written notice thereof similar to the notice provided for above, shall be served upon the second party, which shall take effect six weeks after the receipt thereof, the second party agreeing at any time after the expiration of the first period of three mentioned above, to increase or diminish the said daily output, to the extent of at least ten (10) per diem, after the expiration of six weeks from the date of the receipt of any of the said written notices.

"Tenth,- The second party hereto reserves the right and option to carry on the said manufacture in the United States and in such other countries and to such extent in such several countries as it may from time to time deem desirable, it being understood that the second party shall as regards all manufacturing in all countries comply in all respects with the laws of those countries. As regards any countries whose laws make it necessary to carry on therein the manufacture of the articles herein provided for, the second party agrees to establish factories in all such countries, to conform to the requirements of the laws thereof, and sufficient, so far as necessary, to supply the trade therein in such substantial manner as is provided for by this agreement, and in case of any dispute on this point it shall be left to arbitration, as provided for below in the thirteenth section."

"Save and except as above provided for, the first party will not during the continuance of this agreement, license or authorize any other party whatsoever to manufacture any of the articles herein provided for in any part of the world, it being the intention of this instrument that to the second party hereto shall belong the sole and exclusive right, privilege, good-will and license, to manufacture phonographs, graphophones and other speaking machines, and all supplies and appliances especially invented or created to be used with phonographs or other speaking machines, but not including batteries, battery cords, tables cabinets and other similar articles appertaining or used in connection with speaking machines and commonly sold in the open market."



"Twelfth,- The second party hereby assumes, and agrees to do and preform, so far as it can legally do so, each and everything which the first party assumed and agreed to p~~er~~form in its certain agreement with the International Graphophone Company, dated March 11th, 1890 ( a copy of said agreement being hereto annexed entitled "Copy of International Co. Agreement", and marked Exhibit C.)" to which said agreement when the same shall be produced and proved your orator begs leave to refer for greater certainty should it hereafter be necessary so to do.

14. That on or about the said eleventh day of March, eighteen hundred and ninety, an agreement in writing bearing date on said day was made between the said Edison and your orator, in and by which said agreement it was recited that the parties thereto were interested in the promotion and success of a certain corporation then being formed known as the Edison United Phonograph Company, and were also interested in a certain other corporation known as the Edison Phonograph Works, which corporation was recited to be closely indentified with the interests of the said Edison United Phonograph Company and that the said parties desired to enter into certain arrangements and agree-ments for the management of the business affairs of the aforesaid two corporations for their own mutual benefit as well as for the benefit of all present and future share-holders therein, and that after the making of the said recitals it was in and by the said agreement by the parties thereto, among other things, agreed as follows, that is to say: That so far as they had or might thereafter have the legal right and power to do so, the board of directors of the said Works should always consist of five members

three of which should be selected by the said Edison and two of which should be selected by your orator, and that so far as they could legally do so the parties to the said agreement would always cast their votes as stockholders in the said Works in favor of the five directors to be selected as aforesaid; that as regards the then present board of directors of the said Works the said Edison agreed that he would exert his best efforts to procure the immediate resignation of two of the number thereof, and to have chosen in their place two members who should be selected by your orator, and that as regards the selection of directors of the said Works, the said agreement should continue so long as both of the parties thereto should severally own at least one-fifth of the nominal capital stock thereof, and that should either of the parties thereto cease to own at least one-fifth of the capital stock of either of the corporations as aforesaid the said agreement should thereupon cease so far as it related to either or both of the said corporations, as the case might be, which said agreement in writing was executed in two parts, one of which is in the possession of your orator, ready to be produced and proved when and where this Honorable Court may direct, and to which your orator begs leave to refer for greater certainty should it be necessary hereafter so to do.

15. And your orator further shows and charges the fact to be that the said last mentioned agreements was a valuable and substantial consideration to your orator for its entering into the said agreements with the said Works and the said Edison United Phonograph Company.

more particularly hereinbefore set forth, and for the transfer by it to the said Edison United Phonograph Company, of its right, title and interest in and to the letters patent and inventions and applications therefor in the said agreements mentioned and described. and was in effect a part thereof, ~~xx~~ and that your orator would not have entered into the said agreements had it not been for the making of the said agreement between your orator and the said Edison and your orator's belief that the said Edison would in good faith perform and cause to be performed the terms thereof.

16. That simultaneously with the making of the said four agreements last above set forth, your orator subscribed and paid for and received, the fourteen hundred and forty shares of the capital stock of the said Works of the par value of one hundred and forty-four thousand dollars, so held and owned by it as aforesaid and shows and charges the fact to be that said subscription to and payment for the said stock was secured by the promise of the said Edison to enter into the agreement last above set out and to faithfully perform the same, and that ~~xx~~ your orator would not have subscribed for or paid for the said stock if the said agreement had not been made and your orator had not believed that the said Edison would in good faith perform and cause to be performed the terms thereof.

17. That in or ~~about~~ the year 1894 the said Edison sold all of his shares of stock ~~in~~ the said Edison United Phonograph Company and since that time had had no interest whatever in the said company.

18. That in <sup>or</sup>about the year eighteen hundred and eighty-eight the said Works purchased a large tract of land in the City of Orange, in the County of Essex and State of New Jersey, and erected thereon large factories and equipped the same with machinery necessary for the manufacture of phonographs and graphophones and the devices and supplies connected therewith, pursuant to the requirements of the license agreement made between it and the said Edison on or about the twelfth day of May, eighteen hundred and eighty-eight and your orator is informed and believes and therefore charges the fact to be true that the cost of the said land, buildings, machinery and equipment was in excess of the sum of four hundred and fifty thousand dollars and that the said plant thus acquired by the said Works was well adapted to the purpose for which it was intended to be used.

19. That after the erection and equipment of the said plant the said Works entered upon the manufacture of phonographs, graphophones and other sound reproducing machines, and the devices appliances and supplies connected therewith and necessary therefor, pursuant to the terms of the said licensing agreement of May twelfth, eighteen hundred and eighty-eight, and in the year eighteen hundred and ninety also entered upon the manufacture of similar machines, devices, appliances and supplies pursuant to the terms of the license agreement made between it and the said Edison United Phonograph Company on or about the eleventh day of March, eighteen hundred and ninety, and has continued to manufacture the said machines, devices and supplies, except that for the reason hereinafter set forth

it no longer manufactures the records used in sound reproducing machines or the wax required for the cylinders thereof. That until in or ~~about~~ the year eighteen hundred and ninety-six the business of the said Works was of small volume and was carried on without any considerable profit, and at times even at a loss. That the small volume of the business carried on by the said Works during the said years was due to the fact that sound reproducing machines had not then come into general use, and had not been applied to commercial uses, although efforts were being made to create a popular demand for the said machines, to have them applied to commercial uses, and to secure a much larger sale of them. That in or ~~about~~ or shortly prior to the year 1896 it became apparent that the efforts made to create a large and profitable market for sound reproducing machines and their growing popularity and the new uses to which they were then beginning to be put would shortly result in a great expansion of the business of manufacturing and selling such machines, and would render their manufacture and sale extremely profitable, and that the said Edison by reason of his familiarity with the affairs of the said Works and the ~~existing~~ development of the industry <sup>clearly</sup> which it was engaged in, foresaw that a large increase was about to come in the business of the said Works, and the large profits which it should and would naturally derive therefrom, and thereupon in violation of the trust relations which he sustained with your orator and the other stockholders of the said Works, other than himself and those acting for his benefit and under his control fraudulently conceived the purpose and plan of forming a corporation to which should be diverted the profits which naturally

and properly would accrue and belong to the said Works from the conduct of its said business, and thereupon caused and procured to be formed a corporation under the name of the "National Phonograph Company" for the sole purpose of carrying out his said fraudulent design and plan and of effecting the said breach of trust.

20. That the said National Phonograph Company was formed on or about the twentyseventh day of January eighteen hundred and ninety-six, by the filing of a certificate of incorporation in the office of the Secretary of State, of the State of New Jersey, on the said last mentioned day, under and by virtue of the provisions of an act of the Legislature of the State of New Jersey entitled "An Act concerning corporations" ~~passed~~ approved April seventh, 1875, and the several supplements thereto, for the purposes in said certificate mentioned, that is to say:- to engage in the manufacture and sale of phonographs and phonograph appliances and supplies, to purchase and sell the stock of other corporations, to purchase patents, claims and debts, to purchase lands, buildings and machinery, to erect buildings and to carry on a general manufacturing business; that the total authorized capital stock of, the said last mentioned company as provided for in its said certificate of incorporation was ten thousand dollars, divided into one hundred shares of the par value of one hundred dollars each, and that the names and residences of the stockholders named in and who executed the said certificate and the number of shares subscribed by each are as follows:-

George ~~X~~ Lambert, Newark, New Jersey, eight shares; Frances ~~X~~ Stewart, Newark, New Jersey, <sup>one share</sup> ~~X~~ Joseph E. <sup>Francis, 20</sup> ~~X~~ <sup>one share,</sup> to which said certificate of incorporation or the record or a certified copy thereof, your orator begs leave to refer for greater certainty should it be necessary hereafter so to do.

21. And your orator further shows and charges the fact to be that the said incorporators of the said National Phonograph Company were either partners or employees of the personal counsel of the said Edison, and in the formation of the said Company acted as the Agents and representatives of the said Edison and solely under his direction and control, and ~~all~~ of the capital stock of the said company, except the ~~shares~~ necessary to qualify its directors, was issued to the said Edison, and ever since has been and now is owned by him, and that by ~~in~~ reason of the ownership of all, or substantially all, of the capital stock of the said company, the said Edison has since its incorporation nominated and selected and still nominates and selects all of its officers and directors, and controls the direction and operations of the said Company and is entitled to receive and does receive all, or substantially all, of the profits derived by it.

22. That since ~~for~~ about the year 1896 there has been a great demand for the machines manufactured by the said Works and the devices, appliances and supplies used in connection therewith and necessary therefor, which demand has been due in part to the ~~xx~~ fact that the said machines have during the said period been adapted and applied to commercial uses, and other uses not contemplated until shortly prior to the beginning of the said period,

and that if the said Works had during the said period been operated and managed for the benefit of its stockholders very large profits would have been received by them from its earnings, but that in pursuance of ~~the~~ said fraudulent design the said Edison has ever since the incorporation of the said National Phonograph Company, begun, and still is, operating and controlling the said Works so as to divert to the said National Phonograph Company a large part of the profits which would otherwise have been derived by the said Works, and which would have resulted to the benefit of your orator and the other stockholders therein other than the said Edison. That this result has been accomplished by the said Edison excepting from the said National Phonograph Company on behalf of the said Works, orders for phonographs, graphophones and other sound producing machines, and the devices and supplies connected therewith and necessary therefor, in very large quantities and to such an extent as to practically absorb the entire output of the factory of the said Works at prices less than the prevailing wholesale market prices of such articles, and much smaller than the said works is entitled to receive and would have received therefor under and pursuant to the terms of the license agreements aforesaid, and that much less than the said machines, devices and supplies could have been sold for to other persons and corporations. That the said orders have been accepted to an extent which has made it impossible for the said Works to fill orders for any other person or corporation than the said National Phonograph Company, except to a small extent and after great delay, and that the prices at which the said orders have been and are being



accepted from and filled for the said National Phonograph Co. by the said Works are so low as to leave but little profit to the said Works, and to enable the said National Phonograph Company to sell the same at prices which secure for it very large profits. That in many instances the prices charged the said National Phonograph Company by the said Works for the machines and supplies manufactured for it have been much smaller than the prices charged the said Edison United Phonograph Company and other customers of the said Works for similar articles, and that because of the fact that the entire capacity of the factories of the said Works has been used to fill the orders of the said National Phonograph Company the said works has been required to refuse to receive, and for a long period of time has refused to receive, the orders of the said Edison United Phonograph Company and other persons and corporations for similar machines and supplies at prices in excess of those charged by it to the said National Phonograph Company, and that as a cover or excuse for refusing to fill the said orders of the said Edison United Phonograph Company and of other corporations and persons at the prices charged the said National Phonograph Company, the said Edison has caused it to be stated by the said Works that the orders received from the National Phonograph Company were so large that the latter was entitled to have them filled at much smaller prices than those charged the other customers of the said works; that as a result of this conduct the said Edison United Phonograph Company and other corporations and persons engaged in the sale of the said sound reproducing machines have been unable to secure such machines and supplies from the said Works except at prices in excess of those at which similar

articles manufactured by the National Phonograph Company by the said Works were being sold by the said National Phonograph Company in the open market, and that the said persons and corporations have for a long time been required to purchase the machines and supplies required by them from the said National Phonograph Company at prices which netted to the said National Phonograph Company sums largely in excess of those required to be paid by it to the said Works for the same articles.

23. That in and by the said license agreements of the twelfth of May, eighteen hundred and eighty-eight and the eleventh of March, eighteen hundred and ninety, the said Works is entitled and has the exclusive right to manufacture not only sound reproducing machines but all of the appliances and supplies used in connection with or necessary therefor which cannot be purchased in the open market, and that the said Works is equipped and has the facilities for the profitable manufacture of such appliances and supplies; that among the said appliances and supplies not purchaseable in the open market, and which are ordinarily manufactured by corporations or persons engaged in the manufacture or sale of sound reproducing machines, are the records used in such machines and the wax from which the cylinders of the said machines are made, and that prior to the year eighteen hundred and ninety-six the said records and wax were manufactured by the said Works in large quantities at a substantial profit. That shortly after the incorporation of the said National Phonograph Company the said Edison in further pursuance of his said fraudulent purpose and plan caused the said Works

to discontinue the manufacture of the said records and of the wax for the said cylinders, and has ever since caused the said records to be manufactured by the said National Phonograph Company, and has caused the said works to purchase large quantities of the said records from that company at prices largely in excess of the cost of manufacture, and has directed all of the persons or corporations applying to it for such records to purchase the same from the said National Phonograph Company, and has in this way caused a very considerable profit which properly belonged to the said Works to be received by the said National Phonograph Company. That during the same period the said Edison has caused the wax required for the cylinders of the machines manufactured by the said Works to be manufactured by the Edison Manufacturing Company, a corporation formed by and under the direction of the said Edison in further pursuance of his said fraudulent design, all of the stock of which is owned or controlled by the said Edison, and has during the said period caused the said Works to purchase large quantities of wax required by it for the said cylinders from the said Edison manufacturing Company at prices in excess of the cost of manufacturing and has in this way caused the profits which it would otherwise <sup>have</sup> been entitled to receive to be acquired by the said Edison Manufacturing ~~Company~~ Company and to be paid to him as the owner of all, or substantially all, of its capital stock.

34. That ever since the making of the said agreement of March eleventh, eighteen hundred and ninety, between your orator and the said Edison ( being the agreement last above set forth) the said Edison and your orator have each owned and do each now own at least one-fifth of the nominal capital ~~xxx~~ stock of the said works;

that the outstanding capital <sup>stock</sup> of the said Works has never exceeded six hundred thousand dollars, and consists of six thousand shares of the par value of one hundred dollars each, which your orator is informed and believes are now owned as follows:

<del>Thomas A. Edison</del>	<del>5421x81/100</del> shares
Thomas A. Edison	3421, 81/100 shares
of which 1185, 60/100 shares are held in trust for said Thos. A. Edison by the Mercantile Trust Company, a corporation organized under the laws of New York, pursuant to the provisions of the said agreement of May 12th, 1888 eighteen hundred and eighty-eight.	
International Graphophone Company	1440 "
Mrs. Thomas A. Edison	466.75/100 "
Charles Bachellor	348. 44/100 "
Henry B. Auchincloss	250 "
J. F. Randolph	10 "
W. E. Gilmore	163 "
Oliver Wells	5 "
George M. Morrison	5 "

25. That pursuant to the provisions of the agreement between your orator and the said Edison, and forthwith upon the making thereof two persons were selected by your orator as its representatives on the board of Directors of the said Works and elected members of the said Board, and three other persons selected by and to represent the said Edison were then also elected members of the said Board, and that such representation in the board of Directors of the said Works selected by and representing your orator were John E. Searles, who was then the President of your orator and J. T. McChesney each of whom then held five shares of the capital stock of the said Works;

that on or about the eighteenth day of December, nineteen hundred and three, the shares of stock in the said Works owned by the said Searles and McChesney ~~was~~ sold and transferred by them to Steven E. Moriarty and Oliver J. Wells, and thereupon and on or about the said last mentioned day, your orator by a letter addressed and sent to the said Works informed it of the transfer of the said shares from the said McChesney and Searles to the said Moriarty and Wells, and advised the said Works that the said Moriarty and Wells had been chosen by it to represent it on its Board of Directors and requested it to transfer the shares theretofore held by the said McChesney and Searles to the said Moriarty and Wells and to call a meeting of its stockholders and elect the said Moriarty and Wells members of the said Board of Directors; that the officers of the said Works thereupon transferred to the said Wells and Moriarty the shares of stock theretofore held by the said Searles and McChesney respectively, but refused to comply with the request of your orator to ~~call~~ a meeting of its stockholders or to elect said Wells and Moriarty members of its Board of Directors; that thereafter, and on or about the eleventh day of February, nineteen hundred and four, the said shares of stock so transferred ~~as~~ as aforesaid to the said Moriarty were transferred by him to G. M. Morison, who then was and still is the secretary of your orator and that on the said last mentioned day by a letter addressed and mailed ~~by~~ your orator to the said Works on that day notified the said Works that the said Morison and the said Wells had been ~~as~~ elected and appointed by it to represent it upon the Board of Directors of the said Works: that the said Morison had been appointed in place of the said Moriarty, and that it desired the officers of the said Works

to call a meeting of the stockholders thereof so that the said Morison and Wells could be elected members of its Board of Directors. That thereafter and on or about the twenty-third day of February, nineteen hundred and four, the officers of the said Works transferred the said shares of stock standing in the name of the said Moriarty to the said Morison, but refused and have ever since refused to call a meeting of the stockholders of the said works for the purpose of electing the said Morison and Wells members of its Board of Directors, and your orator charges that the refusal of the officers of the said Works to call the said meeting has been caused by and is due solely to the acts and directions of the said Edison, and ~~that~~ the said Edison has refused and still does refuse to vote for the said Morison or the said Wells, or either of them, or for any other persons as Directors of the said Works, if they be selected by your orator.

26. That thereafter, and on or about the 2x twenty seventh day of April, one thousand nine hundred and four, your orator by a letter addressed <sup>and</sup> ~~in~~ mail on that date to the said Works requested it to notify your orator of the time and place of the next annual meeting of the stockholders and also to give it some assurance that the said Edison would fulfill ~~the~~ <sup>his</sup> said agreement with your orator of March eleventh, eighteen hundred and ninety, and also of the said Wells and the said Morison members of the Board of Directors of the said Works, and that on or about the fourth day of May, nineteen hundred and four, your orator was advised by John F. Randolph the secretary of the said Works that the annual meeting of the stockholders of the said Works

as fixed by the bylaws should have been held on the second day of May nineteen hundred and four, and <sup>that</sup> as that time had passed a special meeting would have to be called, and that the officers of the said Works have ever ~~xx~~ since refused to call a meeting of the stockholders of the said works of to elect Directors in the places of the said McChesney and Searles, and that the said Edison has refused and still refuses to elect any directors to represent your orator on the board of Directors of the said Works.

27. That in and by the bylaws of the said Works adopted at the time of its organization, and which are still in force, it is provided the business and affairs of the said works shall be managed by a Board of five Directors who ~~xx~~ shall be <sup>annually by the stockholders at their</sup> ~~annual~~ meeting, to be held on the first Monday of May in each year, and that special meetings of the said Works may be called at any time by order of the President or on the request of three Directors; that by the sale and transfer of the shares of stock in the said Company formerly owned by the said Searles and McChesney they severally ceased to be stockholders in the said company and members of the Board of Directors thereof: that the Board of directors of said Company is now and since the eighteenth day of December nineteen hundred and three has been composed of only three instead of five members, that is to say, of the said Thomas A. Edison, William E. Gilmore and John F. Randolph and that the said Gilmore and Randolph are entirely controlled by and have acted under the sole direction and control of the said Edison, and not as independent members of the said Board of Directors, and that your orator is unable to call or procure the calling of <sup>a</sup> ~~a~~ meeting of the stockholders

of the said Company for the purpose of electing a new Board of Directors.

28. That your orator is entirely without information as to the financial condition of the said Works or the value of its stockholdings therein, and that on divers occasions and particularly in the month of February, 1904, it has endeavored to secure information regarding the affairs and condition of the said Works, and for this purpose through the President of your orator on or about the seventeenth day of February, 1904 made a request and demand upon the said Works and the said Edison for information as to the affairs of the said Works and the condition of its business and finances, and also for an opportunity to inspect and examine the plant and the books, papers and documents of the said works; that such request and demand were made at the Works of the said Company on the day last aforesaid by Oliver J. Wells, President of your orator, and himself a stockholder in the said Works; that the said Wells attempted at that time to make the demand in person upon the said Edison, but that the said Edison after learning of the object of the visit of the said Wells refused to see him, or to comply with such request or demand and that the said Wells thereupon made the said demand and request upon the said Gilmore, who was the General Manager of the said Works, and at that time in charge of its plant, books and other property subject only to the control of the said Edison and that the said Gilmore thereupon declined and refused to comply with the said request and demand without giving any other excuse or reason therefor than that he did so by the direction of the said Edison and that the said Gilmore then further informed the said Wells that neither he nor any one else



representing your orator would be permitted to examine the said plant or any of the books or accounts of the said Works and would not be given any information relating to the affairs, condition, <sup>or</sup> finances, that the said works and its officers have at all times since the making of the said request and demand, and although the same have frequently been renewed, refused to give your orator permission to examine its plant, books or accounts or any information relating to its affairs <sup>condition</sup> and finances.

29. That the said Thomas Alva Edison and John F. Randolph and William E. Gilmore have each been members of, the Board of Directors of the said Works continuously since the month of May eighteen hundred and ninety-six and have since the month of December, nineteen hundred and three constituted the Board of Directors of the said Works, and that since the month of May eighteen hundred and ninety-six the said Edison has been the President of the said Works and the said Randolph the Secretary and Treasurer thereof, and the said Gilmore the manager of the factories of the said Works, and that the said Randolph and Gilmore have at all times while acting as officers and directors of the said Works been entirely subject to the control and dictation of the said Edison and have with the said Edison managed its affairs as directed by him and with the sole purpose of serving the interest of the said Edison to the injury of the other stockholders in the said Works.

30. That the said Edison, Gilmore and Randolph have for several years also constituted the entire Board of Directors of the said National Phonograph Company and of the said Edison Manufacturing Company; that the said Edison is the President of the said National Phonograph Company and the said Randolph is the said Secretary and Treasurer

thereof and also the secretary and treasurer of the said Edison Manufacturing Company; that the said Gilmore is the Vice President of the said National Phonograph Company and the President of the said Edison Manufacturing Company, and that the said Randolph and Gilmore, while acting as officers and Directors of the said Company, have at all times been entirely subject to the control and direction of the said Edison.

31. That the preservation of the assets of the said Works and the prevention of the further waste thereof, and the wrongful diversion of the profits to be derived from its business, and the preservation of its books, records and papers, which contains evidence of the wrongful doings of the said Edison, Gilmore and Randolph herein before recited and the means of following and recovering the profits which the said Works has heretofore been wrongfully deprived of, require the immediate appointment of one or more persons as the receiver or receivers of the said Works.

WHEREFORE, as your orator is remediless except as your Honor may grant suitable relief by injunction or otherwise including the appointment of a receiver or receivers for the said Works with authority to sue for, and by other legal proceedings to recover, regain and preserve the assets and profits of the said Works so wrongfully diverted as aforesaid, and which legal proceedings for such recovery can be maintained only by and in the name of the said Works, or by a receiver or receivers duly appointed for that purpose it prays equitable relief as follows:-

1. That the said Thomas Alva Edison, John F. Randolph, William E. Gilmore, National Phonograph Company, Edison Phonograph Works, Edison Manufacturing Company and each of them may answer this bill of complaint and each and every matter therein contained, but without oath, which is hereby waived.

2. That a receiver or receivers may be appointed to take charge of and preserve and protect the assets, books papers, accounts and business of the said Edison Phonograph Works to carry on its business, and under the direction of the court to endeavor to collect such of its monies and other assets as have been wrongfully diverted ~~xxx~~ therefrom as hereinbefore more particularly set forth.

3. That the said Edison, Randolph, Gilmore, Edison Phonograph Works and National Phonograph Company may make discovery of the monies, assets and profits of the said Edison Phonograph Works wrongfully diverted to the said National Phonograph Company as hereinbefore more particularly set forth.

4. That the said Edison, Randolph, Gilmore, Edison Phonograph Works and Edison Manufacturing Company may make discovery of the monies assets and profits of the said Edison Phonograph Works, wrongfully diverted to the said Edison Manufacturing Co.

5. That the said Edison, Randolph, Gilmore, Edison Phonograph Works, National Phonograph Company and Edison Manufacturing Company or such of them as have knowledge thereof make discovery of the following particulars.

(a- Of the number of shares of the capital stock of the National Phonograph Company heretofore issued and now outstanding and the names and holdings of the respective holders thereof and who are the true owners thereof.

(b- Of the number of shares of the capital stock of the Edison Manufacturing Company heretofore issued and now outstanding and the names and holdings of the respective holders thereof and who are the true owners thereof.

(c) Of the assets and property now belonging to the said Edison Phonograph Works and its liabilities.

(d) Of the receipts, disbursements and profits of the said Edison Phonograph Works prior to the incorporation of the National Phonograph Company and the prices for which the several articles manufactured by it were during the said time respectively sold and the profits thereon respectively.

(e) Of the receipts disbursements and profits of the said Edison Phonograph Works after the incorporation of the ~~said~~ National Phonograph Company and the prices for which the several articles manufactured by it were during the said time respectively sold and the profits thereon respectively.

(f) Of the orders received and accepted from time to time by the <sup>said</sup> Edison Phonograph Works from the said National Phonograph Company and of the prices and terms upon which said orders were received accepted and filled and of the cost of filling the said respective orders based upon the cost of labor, material and general expenses of the business and the profits if any upon said orders respectively over and above such cost.

(g) Of such orders as have been received by the said Edison Phonograph Works since the incorporation of the said National Phonograph Company from other persons or corporations and whether the same have been accepted or declined by the said Edison Phonograph Works and upon what terms and conditions (especially as to the price and time of delivery) the said orders were severally based.

(6) That an order may be made requiring the production of the books, accounts and papers of the said Edison Phonograph Works, the said National Phonograph Company and the said Edison Manufacturing Company including the minute book, stock ledgers, transfer books, and books of account of each of the said corporations so far as they relate to transactions hereinbefore referred to and that your orator have leave to inspect the same and to take copies thereof.

(7) That an order may be made requiring the said Edison, Randolph, Gilmore and Edison Phonograph Works to Render a just and true account of the financial transactions and dealings of the said Edison Phonograph Works since the incorporation of the said National Phonograph Company.

(8) That a decree may be made ordering and requiring the payment by the said Edison, Gilmore, Randolph, National Phonograph Company and Edison Manufacturing Company or one or more of them to the said Edison Phonograph Works or to a receiver or receivers to be appointed therefor, of all the profits and monies which have been improperly or wrongfully diverted from the said Edison Phonograph Works by the said Edison, Gilmore, Randolph,

National Phonograph Company and Edison Manufacturing Company and any or either of them.

(9) That an injunction do issue restraining the said Edison, Randolph, Gilmore, National Phonograph Company and Edison Manufacturing Company and Edison Phonograph Works and each of, them and all officers agents and attorneys of the said Edison Phonograph Works, National Phonograph Company and Edison Manufacturing Company from removing destroying tampering with or disposing <sup>off</sup> ~~with~~ the documents records contracts obligations, books, accounts or papers belonging to or in the possession or control of either of the said corporations or in the possession or control of any of their officers, agents and attorneys relating to the business or affairs of any of the said corporations and also restraining them and each of them from further diverting any of the profits ~~of~~ <sup>monies</sup> properly belonging or to belong to the said Edison Phonograph Works, to the said Edison, National Phonograph Company and Edison Manufacturing Company or any other person or corporation and restraining ~~xx~~ them and each of them from causing promoting or assisting any such diversion of profits.

10 That your orator may have such other and further relief in the premise as may be equitable and just.

1

May it please your Honor the premises considered to grant unto your orator not only the States writ of injunction as hereinbefore prayed, but also the States writ of subpoena issuing out of and under the seal of your Honorable Court to be directed to the said Thomas Alva Edison, John F. Randolph, William E. Gilmore, Edison Phonograph Works, National Phonograph Company and Edison Manufacturing Company commanding them and each of them by a certain day and under a <sup>certain</sup> penalty therein to be expressed to be and appear before your Honor in this Honorable Court then and there to answer all and singular the premises, and to stand to abide by and perform such further decree therein as to, your Honor shall seem meet and as shall be agreeable to equity and good conscience.

And your orator as in duty ~~bound~~ bound will ever pray, &c.

Lindabury, Depue & Faulks,  
Solicitor for and of counsel with Complainant.

**1904. Radio (D-04-29)**

This folder contains correspondence and other documents relating to the technical and commercial development of wireless telegraphy or radio. The items for 1904 consist of correspondence and memoranda pertaining to the stocks and bonds of the Marconi Wireless Telegraph Co. of America. The four selected items all deal with Edison's own stock.

Approximately 20 percent of the documents have been selected. The items not selected include unsolicited requests for Edison's opinion of the Marconi company, a statement of assets and liabilities, a notice of the annual stockholders' meeting, and documents that duplicate information in selected material.



A.R.C. CODE USED  
CABLEGRAMS "EATON NEW YORK"  
TELEPHONE "DE BROAD"

EATON & LEWIS

S. EATON  
EUGENE H. LEWIS

JOHN C. ROWE  
MERRILL E. GATES, JR.

*Law Offices*

*44 Broad Street (EDISON BUILDING)*

*New York, April 6, 1904.*

Thomas A. Edison, Esq.,

Edison's Laboratory, Orange, New Jersey.

My Dear Edison:

You will remember that a year ago last November, we made a deal by which we sold your wireless patent to the Marconi Company, for certain stock and notes.

Before making the deal, you will recollect that Mr. Betts raised some objection to the patent and that we thought it wise to ask Professor Crocker to look at the patent and give us an opinion on it, which he did. I do not know whether you ever gave anything to Crocker by way of compensation for his labor, or not. I have intended bringing the matter up with you, but have forgotten it from time to time. I think he ought to have ten shares of Marconi stock for his troubles, and that you and I ought to contribute in the same shares in which we benefitted by the sale, namely, one-fifth and four-fifths. I will set aside a certificate for two shares of stock if you will have one made out for eight shares, and we can then send it to Crocker. How does this suggestion strike you?

Yours truly,

*Eugene H. Lewis*

EHL/ABT. M. 54.

Radio  
A.B.C. CODE USED  
CABLEGRAMS "EATWIS NEWYORK"  
TELEPHONE "52 BRDAG"

EATON & LEWIS  
S. EATON  
EUGENE H. LEWIS  
JOHN C. HOWE  
MERRILL C. GATES, JR.

*Law Offices*

*44 Broad Street* (EDISON BUILDING)

*New York* Apr. 23, 1904.

J. F. Randolph, Esq.,

Edison's Laboratory,

Orange, New Jersey.

Dear Mr. Randolph:-

I have your favor of the 22nd inst. I shall forward a certificate for two shares of Marconi stock to Professor Francis B. Crocker, at Columbia University, New York City, and shall tell Professor Crocker that there will be forthcoming to him a further certificate for eight shares from Mr. Edison.

Will you, therefore, as soon as Mr. Edison has had the opportunity of obtaining a certificate, send it direct to Professor Crocker, at the address above given, instead of sending it through me, as I am expecting to be away for a few weeks.

Yours very truly,

*Eugene H. Lewis*

ALL COMMUNICATIONS SHOULD BE ADDRESSED TO THE COMPANY

of America.

*Lords Court Buildings,  
27 William Street.*

TELEPHONES, 5545 } BROAD

New York, June 23rd, 1904.

Orange, N. J.

We have to acknowledge receipt of your letter of June 22d enclosing Certificate No.941 for twenty shares of stock in this Company. The same will be transferred as you direct, and forwarded to you by the Corporation Trust Company.

BY

Secretary.

Rec'd

THE LAWYERS' COMPANY.

## CORPORATION TRUST COMPANY.

NEW JERSEY, 15 BROADWAY PLAZA, JERSEY CITY.  
NEW YORK, 115 BROADWAY, NEW YORK CITY.  
MAINE, CENTRE STREET, PORTLAND.

CONNECTICUT, 11 CENTRAL BLOCK, HARTFORD.  
DAKOTA, THOMAS, FIRST STREET, SIOUX FALLS.  
ARIZONA, PHOENIX, ARIZONA.

CORPORATION REGISTRATION COMPANY,  
BARNACLES STREET, 708 TRINITY BUILDING, BOSTON.

HOWARD H. WOOD, TREASURER.  
EDWARD H. HIGGINS, SECRETARY.  
ROBERT G. MARTIN, ATTORNEY.

TRANSFERS, 135 BROADWAY.

Thomas A. Edison, Esq.

June 24th, 1904

Orange, New Jersey.

Dear Sirs:-

We beg to acknowledge receipt of your favor

June 22nd, 1904.

enclosing Stock Certificates of N. W. T. Co. of Am.  
for transfer and, as requested, we hand you herewith per reg. mail  
new Certificates in exchange therefor as follows:

### PREFERRED STOCK

Ctf. No.	for	Shares,	in name of
"	"	"	"
"	"	"	"
"	"	"	"

### COMMON STOCK

Ctf. No.	2857	for	8	Shares,	in name of	Francis B. Crocker,
"	2858	"	12	"	"	Thomas A. Edison,
"	"	"	"	"	"	"
"	"	"	"	"	"	"

Please return the enclosed receipt properly signed and dated.

Very truly yours,

CORPORATION TRUST COMPANY.

By R. G. Martin  
Auditor.

**1904. X-Rays (D-04-31)**

This folder contains correspondence and other documents relating to x-ray technology and the dangers of x-rays. Many of the items pertain to Clarence M. Dally, a former laboratory employee, who died of radiation burns sustained in 1896.

All of the documents have been selected.



124 W. 111<sup>th</sup> St.

New York 13 May 1904

D  
1904  
X-ray

Dear Mr. Edison:

My son has had the misfortune to burn his hands through care-  
less experiment with the  
X ray. I am afraid that I  
will have to take him for  
treatment to Europe.

May I ask you before going  
with you could recommend an  
authority in this country?

Thanking you in advance for  
your trouble in my behalf, I  
am in remembrance of our  
old friend Remington.

Yours sincerely  
Julius Fuchs.

*Letter returned*  
To the Address  
"Edison, New York"

*From the Laboratory*  
of  
Thomas A. Edison.

*Orange, N.J.* May 17, 1904.

Zulius Fuchs, Esq.,  
124 W. 111th Street,  
New York.

Dear Sir:

Replying to yours of the 13th inst., I would advise that you write to Mr. Clarence Dally, 103 N. Clinton Street, East Orange, N. J., who was very severely burned with the X. Ray, and he no doubt can give you the name of a first class physician who makes a specialty of X. Ray burns.

Yours truly,

Thomas A. Edison  
*T. A. Edison*

X-Ray

VOLTA ELECTRIC LIGHT & POWER COMPANY

SALES OFFICE: ROOM 36

47 BROADWAY

Telephone, 6473 Broad

NEW YORK, N. Y. Oct 10

1904

Answered  
Oct. 10-1904

To A. Edison Es,

Dear Sir,  
I hope that none of my  
men a badly burnt  
new tail & chisel  
will come out ok.  
Thank him etc

Dear Sir

I notice in today's Herald the  
death of Mr. Dally for which I am very  
sorry though I only knew him slightly.

Some years ago I was experimenting  
with X rays from a static machine & got  
badly burned on the left hand & arm. I  
got relief from a lotion given me by a Dr.  
Lively & which is now owned by the Dr.  
Medical Co. If you would like to try it on  
any of your people I will send you a small  
bottle free of cost.

Yours truly  
Richard B. Lively



X-Ray.

DR. M. L. CASEY,  
157 PLYMOUTH AVENUE.

Answered

Oct. 19-1904

Rochester, N. Y. Oct. 9, 1904

Mr. T. A. Edison,

Dear Sir,

John  
Who was  
Daddy? Doctor

The daily papers report the death of one of your assistants, as a result of pathological conditions arising from the work with X Rays. If an histological examination was made of the diseased tissue, may I trouble you to put me in communication with the pathologist who conducted the work? As one of the pathological staff of the Rochester City Hospital I am naturally interested in this line of work. Trusting you will pardon this intrusion upon your time,

I am,

Sincerely yours,

Michael L. Casey

x-ray

Unrecorded  
Oct. 19, 1904

Massachusetts General Hospital.

Boston, October 11, 1904.

Mr. Thomas A. Edison,  
Orange, N. J.

Dear Sir,

Randolph posthumous  
Communication with  
Dally, Doctor

I take the liberty of writing to you for information upon the subject of the death of your late assistant, note of which has been lately printed in the papers.

My reason for writing is that the gentleman in charge of the X Ray work in this hospital who has done the work since the installation of the first machine here, has had trouble with his hands and arms for a number of years now, which we judge to be of a similar nature to the trouble that your assistant had. He has been compelled to lose several fingers, and it is a question now whether it is wise to attempt to save another finger and perhaps part of the hand.

In order to come to the wisest conclusion we would like very much if you can put us in communication with the doctor who had charge of your assistant's case. What we wish to know first of all is whether he had metastases in other parts of the body.

If you will be good enough to reply to this, it will be a great favor to me.

Very respectfully,

H. B. Howard  
Resident Physician

W. Ray

Mr. Randolph:

I attach letter from Mrs. C. M. Dally and Family. Will  
you kindly show this to Fred Ott and other people interested up there.

10/15/04.

J.R.S.

[ENCLOSURE]

East Orange, N.J.  
Oct. 14-1964

Mr. Laimore  
+ friends of the late C. M. Dally  
at Laboratory -

Please accept our sincere  
thanks for the beautiful flowers  
received on occasion of funeral  
ceremonies of Mr. Dally

Sincerely

Mrs. C. M. Dally Family

X-Ray (Daily)

CABLE ADDRESS,  
ROMEIKE, NEW YORK.

TELEPHONE 1118, 18<sup>th</sup> STREET

ESTABLISHED LONDON, 1861.  
NEW YORK, 1887.  
BRANCHES,  
LONDON, PARIS,  
BERLIN,  
STOCKHOLM,  
VIENNA.

*Henry Romeike, Ltd.*

THE FIRST ESTABLISHED AND MOST COMPLETE  
NEWSPAPER CUTTING BUREAU IN THE WORLD.

*Answered  
Oct. 24-1904  
25 Union Square  
Brooklyn*

*New York* Oct. 19, 1904. 190.

Thomas A. Edison,  
Llwellan Park,  
West Orange, N. J.

Dear Sir:-

Some time ago I asked to be permitted to collect for you  
all the obituary notices referring to the late C. Dalby.

I beg to inform you that I have collected 78 notices which I  
shall be glad to send you on receipt of \$4.

These notices mounted on the best imported plate paper 8x11  
or 11x14 bound in half morocco with any lettering you may wish on  
the outside will cost you \$13.

In case you wish me to compile such a book for you I will  
send you specimens of the paper and also further particulars.

May I also suggest included in this book not only clippings  
but also any letters of condolence telegrams in fact anything that  
you may wish to preserve about the late C. Dudley. A small extra  
charge will be made for this extra work and for the extra sheets  
that may be bound. If you will let me know the number of letters etc.  
you have I will quote you price.

Trusting to receive your order, I remain,

Yours faithfully,

HENRY ROMEIKE, Ltd.

*Albert Romeike*  
Secretary.

**DOCUMENT FILE SERIES**

**1905**

#### 1905. Automobile (D-05-01)

This folder contains correspondence and other documents relating to the design and operation of automobiles and the use of storage batteries in electric vehicles. Included are letters to and from Levi C. Veir of the Adams Express Co., Alexander Churchward of the General Electric Co., William G. Bee of the Edison Storage Battery Co., and automobile manufacturers interested in the design of electric vehicles and the performance of storage batteries and electric motors. Also included are letters from the White Sewing Machine Co. and the Grout Brothers Automobile Co. regarding automobiles for Edison's private use.

#### 1905. Battery - Primary (D-05-02)

This folder contains correspondence and other documents relating to the primary batteries produced by the Edison Manufacturing Co. Most of the items are letters received by William E. Gilmore, vice president and general manager, concerning the manufacture and sale of the batteries and the activities of competitors. Numerous documents pertain to relations with the Western Electric Co. and the Battery Supplies Co.

#### 1905. Battery - Storage - General (D-05-03)

This folder contains correspondence and other documents relating to the commercial and technical development of Edison's alkaline storage battery. Included are letters concerning the progress of Edison's battery work, the materials to be used, and the performance of cells. Also included is a trial balance for the Edison Storage Battery Co., dated July 31, 1905.

#### 1905. Battery - Storage - Foreign - General (D-05-04)

This folder contains correspondence and other documents relating to the patenting, manufacture, and sale of Edison storage batteries in countries other than the United States, Canada, and Germany. Most of the correspondence pertains to negotiations with Morgan, Harjes & Co. in Paris and J. P. Morgan & Co. in New York in regard to the manufacture and commercial exploitation of the battery in France and Britain. Also included are letters between Edison and Herman E. Dick concerning foreign agencies and royalties and correspondence between Edison and the British engineer, H. F. Parshall, regarding the technical development and applications of the battery.

#### 1905. Battery - Storage - Foreign - Bergmann, Sigmund (D-05-05)

This folder contains correspondence and other documents relating to the patenting, manufacture, and marketing of Edison storage batteries in Germany. Most of the items are letters and telegrams exchanged by Edison and Sigmund Bergmann, a longtime Edison associate who, with the backing of the Deutsche Bank, formed the Deutsche Edison-Accumulatoren-Co. in 1904. Included are letters pertaining to blueprints, machine tools, electrolyte, patents, cobalt ores, battery cans, and other battery parts.

#### 1905. Edison, T. A. - General (D-05-06)

This folder contains correspondence and other documents relating to a variety of subjects. Included are documents that deal with more than one subject or that do not fall under the main subject categories in the Document File. Among the items for 1905 are letters from longtime Edison associates Charles Batchelor, Herman E. Dick, Etienne de Fodor, and Robert H. Thompson, as well as letters from Andrew Carnegie and Booker T. Washington. Also included are letters pertaining to

Edison's deafness, vision impairment, and false teeth, along with correspondence concerning his portland cement.

**1905. Edison, T.A. - Articles (D-05-07)**

This folder contains correspondence requesting Edison to write articles, correspondence relating to articles about Edison or his inventions, and letters from journalists seeking to interview Edison or soliciting his statements for publication.

**1905. Edison, T.A. - Book and Journal Orders  
(D-05-08)**

This folder contains correspondence and other documents relating to book and journal orders placed by Edison and members of his family. Included are items pertaining to works on mining, smelting, chemicals, and producer gas.

**1905. Edison, T.A. - Clubs and Societies (D-05-09)**

This folder contains correspondence relating to Edison's membership and activities in social clubs and professional societies. Among the items for 1905 are documents pertaining to the American Institute of Electrical Engineers, the Essex County Country Club, the Magnetic Club of New York, the Old Time Telegraphers' and Historical Association, and various automobile clubs and philanthropic organizations.

**1905. Edison, T.A. - Employment (D-05-10)**

This folder contains correspondence from or about employees and prospective employees. There are also letters soliciting Edison's opinion regarding former employees seeking positions elsewhere. Most of the correspondence relates to employment requests for the West Orange laboratory. Among the items for 1905 are letters from a voluntary association of Edison's "muckers" (employees), items pertaining to working conditions in the wax works, and correspondence concerning staffing needs at the West Orange laboratory and the Edison Chemical Works.

**1905. Edison, T.A. - Family (D-05-11)**

This folder contains correspondence and other documents by and about Edison's family. Included are letters pertaining to the financial difficulties of Thomas A. Edison, Jr., and William Leslie Edison as well as items concerning Edison's relatives in Ohio and Michigan. There are also letters regarding a sanitarium visited by Thomas A. Edison, Jr., under the assumed name of Burton Willard.

**1905. Edison, T.A. - Financial (D-05-12) [not selected]**

This folder contains routine correspondence and other documents relating to Edison's personal investments and other financial interests. Most of the items for 1905 consist of transaction receipts from the Union National Bank of Newark, New Jersey, and letters of transmittal accompanying royalty payments from the American Bell Telephone Co. Also included is a communication from William E. Gilmore regarding John F. Randolph's impending resignation as secretary of the board of directors for the Edison Manufacturing Co., Edison Phonograph Works, and National Phonograph Co., and his replacement by Edgar W. Dennison.



**1905. Edison, T.A. - Name Use (D-05-13) [not selected]**

This folder contains correspondence and other documents relating to the use of Edison's name, whether authorized or unauthorized, for advertising, trademark, or other purposes. Included are letters from Samuel Insull concerning the use of Edison's name for subsidiaries of the Chicago Edison Co. Also included are letters regarding an Edison scholarship, an Edison school, and other similar uses of Edison's name. Related documents can be found in the Legal Department Records. Items concerning the use of the name "Thomas A. Edison, Jr." can be found in D-05-11 (Edison, T.A. - Family).

**1905. Edison, T.A. - Unsolicited Correspondence -  
Advice (D-05-14) [not selected]**

This folder contains routine correspondence suggesting improvements in Edison's inventions, asking him for advice on technical matters, or requesting his assistance in improving or promoting inventions. Also included are unsolicited letters from inventors about their work. No record of a significant response by Edison has been found for any of these items.

**1905. Edison, T.A. - Unsolicited Correspondence -  
Business (D-05-15) [not selected]**

This folder contains routine correspondence from individuals requesting agencies for Edison's inventions or seeking to do business with him.

**1905. Edison, T.A. - Unsolicited Correspondence -  
Foreign Language (D-05-16) [not selected]**

This folder contains untranslated letters to Edison. Foreign-language documents accompanied by translations or English-language summaries can be found in other "Edison, T.A. - Unsolicited Correspondence" folders and in the appropriate subject folders.

**1905. Edison, T.A. - Unsolicited Correspondence -  
Personal (D-05-17) [not selected]**

This folder contains routine personal requests, fan mail, and other items for which no record of a significant response by Edison has been found. Included are letters asking Edison for educational advice, information on deafness, personal information, charitable contributions, loans, and other favors.

**1905. Edison, T.A. - Visitors (D-05-18) [not selected]**

This folder contains letters of introduction and routine requests to visit Edison or tour his West Orange laboratory. Substantive letters from individuals who visited the laboratory or company shops on business can be found in the appropriate subject folders.

**1905. Edison Manufacturing Company (D-05-19) [not selected]**

This folder contains correspondence and other documents relating to the business of the Edison Manufacturing Co. Among the items for 1905 are letters concerning the use of phonograph circuits, memoranda regarding advertising, and statements of accounts. Other items in the Document File relating to the Edison Manufacturing Co. can be found in D-05-02 (Battery - Primary) and in D-05-25 (Motion Pictures).

#### 1905. Fort Myers (D-05-20)

This folder contains correspondence and other documents relating to the maintenance of Edison's home and property at Fort Myers, Florida.

#### 1905. Glenmont (D-05-21)

This folder contains correspondence and other documents relating to the furnishing and maintenance of Glenmont, Edison's home in Llewellyn Park. Items for 1905 pertain to the decor and electric lighting of the house.

#### 1905. Mining - General (D-05-22)

This folder contains correspondence and other documents relating to mining and ore milling. Most of the items for 1905 consist of unsolicited letters enclosing ore samples or inquiring about Edison's interest in mines and ores. Some of the letters contain perfunctory Edison marginalia.

#### 1905. Mining - Cobalt Search - General (D-05-23)

This folder contains correspondence and other documents relating to Edison's search for an inexpensive supply of cobalt ore for possible use in his alkaline storage battery. Included is correspondence with Albert W. Johnston of the American Nickel Works, Frank E. Stoneman of the North American Lead Co., and former Edison associate, Francis Jehl. There are also letters from field workers, R. D. Casterline and John Morris, who collected sample ores from around the United States. Related material can be found in the records of the Mining Exploration Company of New Jersey in the Company Records Series.

#### 1905. Mining - Cobalt Search - Telegraphers' Responses (D-05-24) [not selected]

This folder contains letters received from telegraphers, railroad agents, and others across the United States in response to a general inquiry by Edison regarding his search for cobalt ore. Most of the items are letters enclosing ore samples. A copy of Edison's form letter can be found in D-05-23 (Mining - Cobalt Search - General).

#### 1905. Motion Pictures (D-05-25)

This folder contains correspondence and other documents relating to the production and commercial development of motion picture films, cameras, and projectors. Included are items pertaining to film prices, copyrights, patent litigation, color photography, and the activities of competitors. Among the documents for 1905 are letters concerning the transatlantic marketing of motion pictures, the Moving-Picture Copyright League, the construction of Edison's Bronx studio, and the development of an amateur projecting kinetoscope. The correspondents include William E. Gilmore, vice president and general manager of the Edison Manufacturing Co.; John R. Schermerhorn, assistant general manager; Frank L. Dyer, general counsel of the Legal Department; Alex T. Moore, manager of the Kinetograph Department; Walter S. Stevens, manager of the Foreign Department; F. K. Dolbeer, manager of the Credit Department; and Leonard C. McChesney, manager of the Advertising Department. There are also numerous letters by James H. White, managing director of the London-based Edison Manufacturing Co., Ltd. Among the matters addressed by White is a color photography device patented by William Norman Laseelles Davidson.

**1905. New Jersey Patent Company (D-05-26) [not selected]**

This folder contains correspondence and other documents relating to the New Jersey Patent Co., which was organized to hold patents for the National Phonograph Co. and other Edison concerns. The items for 1905 consist of transaction receipts from the North Ward National Bank of Newark, New Jersey, and one routine letter inquiring about terms for selling patents.

**1905. Patents (D-05-27) [not selected]**

This folder contains correspondence and other documents relating to foreign and domestic patent applications, patent litigation, and other patent matters. Among the documents for 1905 are routine items regarding storage battery and phonograph patents and accounts with foreign patent attorneys.

**1905. Phonograph - General (D-05-28)**

This folder contains correspondence and other documents relating to the technical and commercial development of phonographs. Among the items for 1905 are letters pertaining to phonograph advertising and to the testimony of Adolph Melzer regarding the development of phonograph records. Also included is correspondence between William E. Gilmore, president and general manager of the National Phonograph Co., and Eugene Griffin of the General Electric Co. concerning the manufacture and sale of perforated music rolls.

**1905. Phonograph - Edison Phonograph Works (D-05-29)**

This folder contains correspondence and other documents relating to the business of the Edison Phonograph Works. Among the items for 1905 are a letter from the National Phonograph Co. placing orders for the year and a 3-page description of the Works written sometime after December 1, 1905.

**1905. Phonograph - Moriarty, Stephen F. (D-05-30) [not selected]**

This folder contains bills and correspondence pertaining to the personal affairs of Stephen F. Moriarty, formerly vice president of the Edison United Phonograph Co. Some of the items for 1905 relate to the business of the Edison-Bell Consolidated Phonograph Co., Ltd.

**1905. Reiff, Josiah C. (D-05-31)**

This folder contains correspondence from Josiah C. Reiff, a longtime Edison associate who was involved in protracted litigation (*George Harrington, Josiah C. Reiff, and Thomas A. Edison v. Atlantic and Pacific Telegraph Co. et al.*) arising from Edison's telegraph work during the 1870s. Included are letters concerning Edison's involvement in the case and a copy of the agreement of December 30, 1874, between Reiff and Jay Gould.

**1905. West Orange Laboratory (D-05-32)**

This folder contains correspondence and other documents relating to the operation of the West Orange laboratory. Included are inquiries regarding materials and instruments, some in Edison's hand, as well as a statement of New Jersey taxes paid by the Ott Manufacturing Co. Also included is correspondence pertaining to the coal smoke generated by the West Orange complex, to compressed air experiments, and to Edison's interest in equipment and in real estate adjacent to the laboratory.

#### **1905. Automobile (D-05-01)**

This folder contains correspondence and other documents relating to the design and operation of automobiles and the use of storage batteries in electric vehicles. Included are letters to and from Levi C. Weir of the Adams Express Co., Alexander Churchward of the General Electric Co., William G. Bee of the Edison Storage Battery Co., and automobile manufacturers interested in the design of electric vehicles and the performance of storage batteries and electric motors. Also included are letters from the White Sewing Machine Co. and the Grout Brothers Automobile Co. regarding automobiles for Edison's private use.

Approximately 60 percent of the documents have been selected. The items not selected consist primarily of correspondence regarding materials used in electric and gasoline vehicles, including tire samples and other parts ordered from the B. F. Goodrich Co., Continental Caoutchouc Co., Goodyear Tire & Rubber Co., Studebaker Automobile Co., and other concerns.

*THE - Friend*

GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

*Answered Jan 10/05*  
NEW YORK OFFICE, 44 BROAD STREET

Jan. 8th, 1905.

Thos. A. Edison, Esq.,  
Orange, N. J.

Dear Mr. Edison:-

Do you expect to be over the Automobile show this coming week. If you expect to be there and have an evening to spare, will you and Mrs. Edison dine with Mrs. Churchward and myself.

Yours sincerely,

*Alex. Churchward.*

AC/H

*Impounded to  
Jan when I can  
get over - where is  
my armature  
for new motor*

Jan 10/05  
Please Charge Dr Bradshaw for charging his  
automobile as follows @ 5¢ per Mile Wadd

Phase Charge Dr Bradshaw for charging his automobile as follows @ 5¢ per Mile WdH

Sept 23/04	4 hours at	30 degrees	.75
" 26	4 " "	45	1.13
Oct 10	3	40	.75
" 18	3	40	.75
" 24	3	40	.75
Nov 7	4	40	1.00
" 17	4	40	1.00
" 21	3	45	.84
Dec 1	4	40	1.00
" 6	4	40	1.00
" 30	3	40	.75

70 Brady 9.72

Billed  
Dec. 31/0

30 Amp.  
4. Hrs.  
1200 Volts  
600  
1200  
1500  
1000  
75000  
÷ 1000  
75 Amp.

Bot-9m

Jan. 10/05

Please Charge Mr. Scarlett for charging his  
automobile as follows @ 5¢ per Kilo Watt

Sept 19/04	5 hours @ 30 Amps	.94
28	5 " 30 "	.94
Oct 4	5 " 30 "	.94
Port 7	4 " 40 "	1.00
12	4 " 40 "	1.00
18	5 " 30 "	.94
21	5 " 30 "	.94
28	4 " 40 "	1.00
Dec 30	3 " 40 "	.75

P. Brady

Billed Dec 31/04

Battery, E. 110th

# The Adams Express Company

Office of the President

New York

January 11th, 1905.

492

Answered  
January 11th

91  
~~Cable to Mr. Edison~~  
~~January 11th, 1905~~

My dear Edison:

I think I have found the bug but

Pretty soon you will be going South to exercise  
fishing poles and give employment to indolent boatmen, and  
make believe that you are having a lot of fun. I'm going  
to Florida, too, - going to take my "baby wagon" and have some  
fun on the Ormond Beach. Before I go I want to determine  
about some vehicles, and the determination of that depends  
largely on whether you have found that "damped leg" and  
can go. Automobileing is going to add 10 years to  
will be ready to turn out some batteries. Now what do you

say? your life = I am hopeful that I can  
give you something by April 1st.  
Yours very truly,  
all depending on tests. If at any time  
I am convinced from tests that things are ok I will  
write and let you know quickly.

Mr. Thomas A. Edison,  
Orange, N. J.



auto

## The Alford

F. B. ALFORD

PROPRIETOR

18 SOUTH CLINTON STREET.

(NEAR BRICK CHURCH STATION.)

EAST ORANGE, N. J.

*Answered*  
*Jan 14/05*  
*Friend John.*

My auto  
came at dark  
today and I asked  
the man to take  
it back and I  
mayed let you  
know when I  
could take it.  
I have bought  
the place 32 North  
Arlington Ave  
and am making  
a lot of changes,

21

## The Alford

F. B. ALFORD,

PROPRIETOR.

18 SOUTH CLINTON STREET.

(NEAR BRICK CHURCH STATION.)

EAST ORANGE, N. J.

including paint-  
ing inside and  
out, and the  
auto hauler which  
I have built  
is full of blinds  
painted and trim  
painted, and I  
could not move  
them tonight. If  
you can keep  
auto for a few  
days I will let you  
know when I can  
find place for it  
and be obliged to you very

Bottom  
TAK

*The Adams Express Company*  
*Office of the President*  
*New York* January 20th, 1905.

My dear Edison:

*JE* I am awfully glad to hear from Lansden that  
you have overcome your difficulty, and that you are  
going to Florida, so I have to-day given him an order  
for some wagons.

Yours very truly,

*J. C. Swain*

Mr. Thomas A. Edison,  
Orange, N. J.

Friend Wm

*Lansden is a damned liar  
I am not sure that I have  
found the trouble I would be  
for several weeks* *Edison*

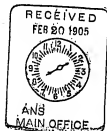
[ENCLOSURE]

An undertaker was called in to prepare an old man for burial and discovered that he wore a wig, which had become disarranged. The undertaker said to the widow that if she would bring him some glue, he would fix it so nobody could discover that it was a wig. The widow looked through the house, and, failing to find any glue, sent a servant out to purchase it. In the course of a half hour the widow came to the undertaker with the glue, but he rather hesitatingly said:  
"N-Never mind -- I found a tack."

[From James H. White]

*Mr. Delmore for your information*  
*JH*

*Mr. White*



11th February, 1905.

W. S. Mallory, Esq.,  
Vice-President, Edison Storage Battery Co.  
Orange, New Jersey.

Dear Sir,

Your valued favour of January 9th came duly to hand, and I regret has not been answered until now due to the fact that I have been absent on the Continent for some time attending to some very important legal matters.

Regarding the cells which you shipped to me, I regret to tell you that they are in very bad shape indeed, and the six extra cells which you sent seem to be the only ones which are in good working condition. I regret that I cannot give you complete particulars to-day inasmuch as the man who looks after these cells is not here, but I will write you by next post and give you particulars and the numbers of each cell which is imperfect. Speaking generally I will say that as near as I can learn, the cells on the whole are very unsatisfactory and as a matter of fact do not work as well as the old cells which were in the car at the time it was turned over to

me, and as a matter of fact we have been compelled to put nearly all of the old cells back into the car.

As stated above I will give you particulars by next post, but so far as I know now I much prefer to return the cells to you or perhaps you could arrange that I turn them over to one of the manufacturing companies on this side at a later date.

With kind regards

I beg to remain,

Very truly yours,

GE

GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

*Answered  
March 6, 1905*

Schenectady, N.Y., February 16th, 1905.

Mr. Thomas A. Edison,  
Orange, N.J.

*Say come over any  
time from 2 till 5 pm*

Dear Mr. Edison:-

I find that it will be next to impossible to rewind your present armature on the GE-1011 motor, which you now have. It will be possible for me to reconnect fields so as to give you a higher speed. It also would be possible, perhaps, to shift the position of the brushes so as to increase the speed. The armature is only two-turn, therefore, if we put half the number of turns in the speed would be doubled, which I am afraid would be in excess of what you want. If you will let me know at your convenience at my office #44 Broad Street, I shall be very glad to come over and discuss the matter with you.

I sincerely hope you have recovered from your late sickness.

Yours very truly,

*Alex. Churchward.*

AC/AHW

RAILWAY ENGINEERING DEPT.

W. H. SHELMEIDINE  
PRESIDENT.  
W. S. MALLORY  
VICE-PRESIDENT.  
W. S. PILLING  
TREASURER.  
THERON I. CRANE  
SECRETARY.  
THOMAS A. EDISON  
GEN'L. MANAGER

GENERAL OFFICES:  
GIRARD BUILDING, PHILADELPHIA, PA.

## The Edison Portland Cement Co.

10-1-50-1900-1-M.

Edison Laboratory, Orange, N. J., Mar. 6/05

W. R. Gilmore, Esq.,  
National Phonograph Co.,  
Orange, N. J.

Dear Mr. Gilmore:--

Replying to yours of the 3rd. inst., ~~and to those~~  
that we have written Mr. White, requesting that he return ~~the~~ cells  
and that we will give him credit for them, and then if he needs  
new cells, we will ship them to him later.

Yours very truly,

WSEW/VV.

*Wm. Edison*  
V.P.



Battery - Gen

28 A

## ADAMS EXPRESS COMPANY.

921 PENNSYLVANIA AVENUE,

O. B. GEORGE,  
General Agent.

WASHINGTON, D. C.

May 3rd, 1906.

Mr. Thomas A. Edison,  
Orange, N. J.

Dear Mr. Edison:--

I find some little trouble in the Adam's batteries; principally caused by leaky cells; I am putting in new cells.

The United States Express Company's batteries are in very bad shape since they had the explosion in their Garage killing their electrician. They have had three or four different men taking care of the batteries. The two ton trucks especially are giving them trouble. This is the wagon I told you was under battered. It will take me the rest of the week to fix them up, as I cannot do a great deal on the wagons except at night.

They are going to have an engineer from New York with their General Superintendent come down Saturday or Sunday to make a test of these two ton wagons, and I think it advisable for me to stay over and be "Johnny on the spot", when the test is being made, for I do not intend to have them put it up to the batteries, in fact the local people here are very favorable to the Edison Batteries and they would not for one moment put the battery up as the cause of the trouble, but their Engineer, who is coming from New York might do so.

As I stated before I think it advisable for me to stay over.

Yours very respectfully, N. B. Bee.



Gaunt & Janvier  
365 & 367 Canal Street  
New York

# Pears' Soap

Dear Mr. Edison

10 May,

Apropos of what we  
were talking yesterday

Garnet.

**Will Become General In Future, Congress Delegates Predict.**

WASHINGTON, May 9.—"Traffic conveyed by automobiles," discussed by Sections 4 and 5 jointly, was presented to the Railway Congress to-day in joint report by Chief Engineer Kozemnic, Traffic Manager Leibelis, and Chief Electrician E. Bertaux of the French Northern Railway.

The delegates to the Congress were the guests of the American Railway Association to-night.

GE  
GENERAL ELECTRIC COMPANY  
PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

May 16, 1905.

Thomas A. Edison, Esq.,  
Orange, N.J.

Dear Mr. Edison:-

I am trying to hurry up the Factory on your GE-1011 motor, but we have to make new armature punching, new commutator, new brush holder mechanism and new commutator end bearing head.

I was sorry that I was not able to come over yesterday, but I have been suffering from a sprained ankle. I hope to come over very shortly.

Yours very sincerely,

*Alex. Churchward*

AC/L.

*TAH-Sydney*

GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

*Answered  
June 8, 1905.*

June 6th, 1905.

Mr. Thomas A. Edison,

Orange, N.J.

Dear Mr. Edison:-

I have been laid up a week or two with a lame ankle, as no doubt Mr. Whiting told you, and on top of that I had to move from Pelham to Schenectady.

I expect to be in New York Saturday, Sunday and Monday, and could see you any time you wish those three days. I am going to Philadelphia Monday afternoon, to read a paper before the American Institute on our gasoline-electric combinations for automobiles. Are you busy on Sunday afternoons? If you will let me know by return mail, care of the General Electric Company, Schenectady, I will make arrangements to see you accordingly.

Yours very sincerely,

*Alex. Chisholm*  
RAILWAY ENGINEERING DEPT.

AC/NHW

*Says I go out  
in dentist every  
Sunday  
What I ask after  
is the matter  
for my London  
Tanner in place  
of the little under  
you had a  
year  
Yours*

*automobile*

WINTHROP E. SCARITT,  
PRESIDENT.

ALVAN TROWBRIDGE,  
VICE PRESIDENT.

GEORGE C. BOLDT,  
VICE PRESIDENT.

IRVING D. HOOK,  
ASSISTANT SECRETARY.

**COMMONWEALTH TRUST COMPANY**  
OF NEW YORK.

27 PINE STREET, June 12th, 1905.

Thomas A. Edison, Esq.,  
Orange, N. J.

Dear Mr. Edison:-

I return you pamphlet, as you requested.

The legal limit of speed in New Jersey at the present time is 20 miles per hour. If this rate is exceeded up to 30 miles per hour, one may be summoned, but not arrested. If one exceeds 30 miles per hour, he may be arrested by a proper officer, without warrant.

I trust you are having great pleasure in the use of your White Steam Cars.

Very truly yours,

*Winthrop E. Scaritt*

GE

GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

June 14th, 1906.

Mr. Thomas A. Edison,

Orange, N.J.

Dear Mr. Edison:-

I have taken the matter up with the factory, and they have promised shipment of your motor so that you will get it by July 1st. You must understand that this delay has been caused by having practically to make a new motor, which calls for new dies and patterns. I feel sure that when you get the motor it will fill all your requirements.

Yours very truly,

*Alex. Churchward*  
RAILWAY ENGINEERING DEPT.

AC/AHW

*Automobile*

55 JOHN STREET, NEW YORK

June 19, 1905.

Thomas A. Edison, Esq.,

LLEWELLYN PARK,

West Orange, N. J.

My dear Mr. Edison:

I wrote Mr. W. F. White a few days ago suggesting that he increase the weight of the front axle and steering gear, and have received the enclosed reply. He does not seem to appreciate the value of making these parts as heavy as they are made abroad.

I believe that it is only a question of time before American manufacturers will wake up to the necessity of putting heavier parts into their machines.

I wish to thank you for the interest you have taken in keeping me posted as to your experience along these lines.

Yours very truly,

*Richardson*

[ENCLOSURE]

White Sewing Machine Co.  
**Automobile Department**  
Rose Building.

Cleveland, O. June 16th, 1905.

Mr. Richard M. Colgate,  
53 & 55 John St.,  
New York City.

Dear Sir:

Your letter of the 14th is just at hand and we have carefully noted what you have to say.

Regarding the front spindle proposition, would say that we are confident the breaking of spindles which have occurred this year are due more to the lack of uniformity in the metal than anything else, although we would not care to put ourselves up as experts against such a man as Thos. A. Edison.

The situation in reference to these is simply this: We are using the same material (nickel steel) or what is supposed to be the same material, from the same company, namely, the Bethlehem Steel Co., which we had been using for two years previously and obtaining the very best results from same. These spindles show on the testing machine that they have strength to give a factor of safety of 10 to resist abnormal use and vibration, and it certainly seems to us as if these should give the same satisfactory results as those of the past two years.

[ENCLOSURE]

WHITE SEWING MACHINE CO., AUTOMOBILE DEPT.

R. M. C. #2.

6-16-05

We have been going into this matter very carefully and find that we have had some cars which have gone nearly 10,000 miles in which the spindles have stood up perfectly, which is further in support of our contention that it is lack of uniformity in the metal. But, in order that the users of White cars may feel perfectly secure in reference to same, we are bringing out, as rapidly as possible, a spindle of a different material and of slightly different construction which we think would put it beyond the possibility of breaking.

We note you say the new spindle and axle still does not meet with Mr. Edison's approval, and on account of his basis of comparison being with the foreign cars, it seems to us he does not take into consideration the balance of the White car. In other words, if you weigh each end of the White car you will find that there is less than 100# difference, and with four people in it would bring the weight so that it is a little heavier on the traction wheels than on the front ones. Most of the gasoline cars are heaviest at the front as indicated by the tendency of the past few years to do everything to get the engine back of the front axle, and the endeavor to get more power, necessitating a great increase in



[ENCLOSURE]

WHITE SEWING MACHINE CO., AUTOMOBILE DEPT.

R. M. C. #5.

6-16-05 .

the weight of the engine.

In conclusion, we beg to say that we are always glad to have any good criticisms of our car as it is only by experience and criticisms of our good customers that we can hope to make our product from year to year more desirable.

Thanking you for your very courtecus letter, I am

Yours very truly,

WHITE SEWING MACHINE CO.

*H. T. White.*

WTV-LBW

[ENCLOSURE]

Vehicles placed in our hands for storage, on sale, or for repairs are not insured under our policies.

**White Sewing Machine Co.**  
**Automobile Department,**  
42-44 West 62nd Street.

Cable Address:  
Sewamachine, New York

New York,

June 19th, 1905.

Mr. Richard W. Colgate,  
35 John St., City.  
Dear Sir:-

We are in receipt today of a copy of your letter to our works in Cleveland, together with a copy of their reply, and we would also thank you for the kindly interest in the suggestions therein contained. We have referred the matter to Mr. Adams.

We have no doubt that you will be willing to give it a little more consideration and he will be very glad to take up the matter with you.

Again thanking you for your interest, and awaiting your commands, we beg to remain,

Yours very truly,

WHITE SEWING MACHINE CO.

C.H.P.

*Carl H. Page*  
MANAGER.

DICTATED BUT  
NOT REVISED.

THOMAS A. EDISON  
President

W. S. MALLORY  
Vice-President

J. P. RANDOLPH  
Secretary-Treasurer

## EDISON STORAGE BATTERY Co.

Telephone, 76 Bloomfield

GLEN RIDGE, NEW JERSEY June 30, 1905.

Mr. W. E. Gilmore, General Manager,  
Orange, N. J.

Dear Sir:-

I called upon Mr. Hyde of Tiffany & Co. yesterday morning at their request, and was informed that they intended to install five more vehicles, and are so well pleased with the action of the Edison batteries they have been using, that they will not install any more lead batteries, and insist rather strongly that we furnish them with these batteries.

I explained to Mr. Hyde that it was impossible for us to supply them with this equipment, without starting up the plant, a thing which I believed Mr. Edison would not consider. I further told Mr. Hyde that Mr. Edison was working upon a system for reclaiming old battery plates, and that he would be in position to state definitely within a few days just how successful this process will be, and if this system proved successful, it might be possible to fit them out temporarily with reclaimed batteries, to be replaced at a later date with the new type.

Mr. Hyde sails for Europe on July 8th, and is very anxious to get this matter straightened out before he goes. He requested me to introduce you to him next Wednesday forenoon, as he desires you to meet the President of the Tiffany Co., Mr. Cook, and discuss this



THOMAS A. EDISON  
President

W. S. MALLORY  
Vice-President

J. F. RANDOLPH  
Secretary-Treasurer

## EDISON STORAGE BATTERY CO.

Telephone, 76 Elmfield

GLEN RIDGE, NEW JERSEY

Mr. W. E. Gilmore

#2

June 30, 1905

matter with him personally.

The equipments required will each consist of 64 type E 27 cells, and there are not plates enough left at present time to build up these equipments. I shall be glad to follow out your instructions in regard to this matter.

Yours very truly,

*A. H. Whitney*

AHW/P.

Batteries - again

*The Adams Express Company.*

*Received  
July 7/05  
D*

*Office of the President,  
New York*

July 7th, 1905.

Dear Edison:

Some time ago I was seriously contemplating extending the field of our experiments with the electric vehicle to the extent of possibly one hundred additional vehicles, but when I was told you had shut down the manufacture of batteries and would not make any more for quite a period of time, the discussion of the matter was dropped. I am being pressed now, so I write to ask what we can expect of you in that particular.

Yours very truly,

*Levein*

Mr. Thomas A. Edison,  
Orange, N. J.

Battery 15.10.1907

Storage Battery  
nickel & iron - alkaline

1905-07-07

LCWen,

July 7/07

My Dear Captain -

I did stop manufacturing because the battery was not satisfactory to myself. Since I have <sup>but</sup> ~~too~~ tried a vast number of experiments now reaching 10296.

~~difficult~~ I have <sup>now</sup> ~~just~~ found out all the troubles & thoroughly understood the matter. We have a large number of test cells on an Endurance Run under the most severe conditions possible so far they are giving perfectly satisfactory results in fact superior results ~~but~~ in the meantime I

am changing my factory to suit  
the new conditions, so that when the  
tests are over & everything is all  
right I will be enabled to  
produce rapidly & in quantity -  
I want to continue the tests until  
1st of October to be sure.

The new model will give 33% more  
mileage for the same weight.

Edison

Edison-  
Batteries

The Adams Express Company.

Office of the President

New York

July 10th, 1905.

Ans  
July 11/05

My dear Edison:

Thanks for yours of the 7th. Am I to  
understand from it that I may look for an output of batteries  
October 1st?

Yours very truly,

At present as far as I can see  
we will be turning out batteries  
in October,  
Mr. Thomas A. Edison,

Orange, N. J.



Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

23,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.

This Company TRANSMITS and DELIVERS messages only on condition of paying the liability, which here means that the sender must pay for the message. If the message is not received, the sender must pay for the message. The Company is not responsible for the delivery of the message. The Company is not responsible for the delivery of the message. The Company is not responsible for the delivery of the message.

ROBERT F. CLOWRY, President and General Manager.

NUMBER	SENT BY	RECEIVED BY	CHARGE
15-7	M	12	Pay

RECEIVED 238 MAIN ST., CHARGE N. J.

Dated July 21 1890

To Mrs. A. Edison

Your new motor expressed  
yesterday night in  
the at your laboratory  
Monday Churchward

Baller  
 900 Mr. Goddards waverly  
 charging  
 Sept 22 2 hrs at 85 cents  
 Nov 12 3 " 40 "  
 " 14 2 " 40 "  
 30 7 " 40 "

Glen Ridge truck  
 Sept 26 1 head 60 cents  
 Oct 5 1 " 40 "  
 Dec 12 8 " 25 "

G. R. Studenaker  
 Sept 19 2 hrs at 80 cents  
 " 21 1 " 45 "  
 " 20 1 " 85 "

Not to be billed  
 J.R.

7/15/01  
 Jms. Ginn

Mr. Kyleworth

charging

Sept 26 1 hr at 38 amp

Nov	9	3	"	40	"
"	10	2	"	25	"
"	15	4	"	40	"
"	17	2	"	35	"
"	18	4	"	80	"
Dec	20	12	"	80	"
"	24	1	"	100	"
"	28	4	"	60	"
"	30	3	"	60	"
Dec	1	3	"	60	"
"	5	1	"	70	"
"	6	1	"	70	"
"	8	1	"	80	"
"	12	1	"	70	"
"	14	2	"	70	"
"	15	2	"	70	"
"	16	2	"	70	"
"	20	2	"	60	"
"	22	2	"	60	"
"	27	2	"	60	"
"	29	2	"	70	"
"	31	2	"	70	"

Not to be filled  
J.R.

See  
Thur/10/5  
gas.

*Mr. Dyer*  
*charging*

*Oct*

			has at 40 clark
4	—	3 1/2	40
5	—	4	40
6	—	3 1/2	40
7	—	3	40
8	—	3 1/2	50
9	—	3	40
10	—	4	40
11	—	4	50
12	—	2	50
13	—	2	40
14	—	3 1/2	40
15	—	3 1/2	40
16	—	3	40
17	—	3	40
18	—	2	30
19	—	2	50
20	—	2	50
21	—	2	40
22	—	3 1/2	40
23	—	3	50
24	—	3	50
25	—	2	30
26	—	2	30
27	—	2	30
28	—	2	40
29	—	3	40

*not to be billed*  
*for*

*sum*  
*7/10/01*  
*for*

(OPT)



United States Express Company

W. C. JOHNSON, Agent.

Telephone No. 871-8.

Reference to the above  
letter and number in your  
reply will be very much  
appreciated.

Washington, D. C. sept. 9, 1905.



W. E. Gilmore, General Mgr.,

Edison Storage Battery Co.,

Glen Ridge, N. J.

Dear Sir:-

I stopped off at Washington to see how the U. S. and Adams batteries are. United States had four or five sets of batteries that were in very bad shape, in fact they have one rig that is on the floor waiting for a battery. The new man is taking a hold first rate and the automobiles are making a better showing than they have for some time. I promised them that we would try to ship them one set of batteries next week. I am going to write to Rodgers and explain the case to him. The understaining I have with the United States Express Co. is that they won't put a new battery into a vehicle until said vehicle is in first class running condition.

The Adams Company had four or five batteries that are very low. We are going to try to ship them one set within the next ten days. As the express business is picking up we will have to send them at least four sets of batteries during the next six weeks. I leave for Altoona tonight. My next address will be "Edison Mfg. Co., Chicago". I will make arrangements with them to forward the mail wherever I am.

Yours very truly,

*W.C. Johnson*

Prices subject to change without notice. All agreements contingent upon strikes, accidents, and other causes beyond our control.

## PRATT & WHITNEY COMPANY

### OFFICERS:

NEW YORK, 130 & 132 LIBERTY ST.  
BOSTON, 144 FLEET, COR. PURCHASE ST.  
CHICAGO, 48 & 48 SOUTH CANAL ST.  
PHILADELPHIA, 217 & 219 CALLOWHILL ST.  
PITTSBURGH, 1825 PRIZE BUILDING.  
DAYTON, 408 CONOVER BUILDING.

TELEPHONE NO. 1920. COURT.

### MACHINE TOOLS.

SUBJECT:

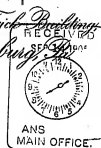
WORKS: HARTFORD, CONN.

SEP 16 1905

ADDRESS ALL COMMUNICATIONS TO THE COMPANY.

W. T. Gilmore, Gen. Mgr.,  
Edison Storage Battery Co.,  
Orange, N. J.

Dear Sir:-



September 13, 1905.

I stopped longer in Altoona than I expected, but I think I was well paid.

I found the battery which they bought from us some two years ago consistant of ninety six D-28 cells. This battery has never been put into a car, but they made a very elaborate test of it and decided that they would use it split up for experimental purposes until such time as we could sell them a larger capacity battery. They had eight cells which are practically dead, which I offered to exchange at once - the remainder they will keep until such time as we will be in position to give them the new battery.

I met W. H. Bennett, M. M., who is going to build ten or twelve wagons to do their trucking in the shop yards and is going to build a battery compartment large enough to take the Edison battery even if they are not able to buy same when the vehicles are finished. Mr. A. W. Gibbs Gen. Sup't. Motive Power and his Assistant Mr. Woods went over with me very thoroughly the question of Edison batteries. They are considering building 250 cabs to be used in Washington, Philadelphia and New York.

W. T. Gilmore.

The question is whether they will build the first 100 themselves, or buying them complete. In either case, they are going to insist on using Edison batteries- providing they can buy them.

<sup>Wells</sup>  
Mr. ~~Wells~~, the gentleman who used our batteries for a year in Altoona, sold the vehicle to parties in Philadelphia a short time ago. He is an enthusiast over the Edison battery and had a vast experience with the Lead and knows what he is talking about.

The Pennsylvania people also have an engineer down to Washington to look up the question of batteries and automobiles. The matter is going to stand now until after the first of the year and that will suit us.

Yours truly,

WGB-Z

*W. T. Gilmore*

THOMAS A. EDISON  
President

W. S. HALLORAY  
Vice-President

J. P. RANDOLPH  
Secretary-Treasurer

## EDISON STORAGE BATTERY CO.

Telephone, 76 Bloomfield

GLEN RIDGE, NEW JERSEY



Mr. W. R. Gilmore, General Manager,  
Edison Storage Battery Co., Orange, N. J.  
Dear Sir:-

I return herewith Mr. Bee's report from Pittsburgh as requested, and in this connection would say that wherever possible we have advised parties using Edison cells to lay them up temporarily until the new cell can be supplied. Of course it is only in exceptional cases where we can do this, but it certainly saves this Company a considerable amount of money.

In regard to the battery formerly belonging to Mr. Wolff, which has been shipped to Philadelphia, would say that our Mr. Ross is in Philadelphia at this time and will go over the battery thoroughly and report to Glen Ridge.

Yours very truly,

*W. Whiting*

Mr. Whiting was obliged to  
leave before signing the above  
letter, dictated by him.



[ENCLOSURE]

THOMAS A. EDISON,  
PRESIDENT.  
W. E. GILMORE,  
VICE PRESIDENT & GENERAL MANAGER.

J. R. SCHERERHORN,  
ASSISTANT GENERAL MANAGER.

J. F. RANDOLPH,  
TREASURER.  
EDGAR W. DENNISSEN,  
SECRETARY.

TRADE  
MARK.  
*Thomas A. Edison*

## EDISON MANUFACTURING CO.

MAIN OFFICE AND FACTORY  
ORANGE, N. J.

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

IN REPLYING ADDRESS THE COMPANY NOT  
THE INDIVIDUAL AND MENTION THESE DETAILS.

UNION SQUARE, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

CABLE ADDRESS  
"KURILIAN, NEW YORK"



IS YOUR REPLY TO

*Chicago*, Sept. 19, 1905.

Mr. W. E. Gilmore,  
Vice Pres. & Gen'l Mgr.  
Orange, N. J.

Dear Mr. Gilmore,

I stopped over at Allegheny City to look up the storage battery which the Pennsylvania Co. bought to experiment with on one of their cars, for car lighting. I found Mr. Davis, the engineer in charge, and Mr. Cook, his assistant. The battery was installed in Ft. Wayne and was operated between Allegheny City and Chicago. After running the same several months, the battery commenced to lose capacity and it wouldn't make the run, so they took it out of commission, and it is laid up now in Ft. Wayne. I explained the situation to them and told them just what position we was in, and while that, if they insisted, we would exchange the battery now. They finally decided that they would wait until Spring, or until such time as we could give them our new and latest battery; so on the whole, I think they are very well satisfied to let it stand that way.

I called on the Edgeworth Machine Co. and found their battery had not arrived from our factory, but I told them what treatment to give it upon its arrival, and they agreed to try to make the battery that we are now shipping them to do their work until such time as we can give them an improved one.

Montgomery Ward & Co., Chicago, received me with "kid gloves". They very frankly told me, while they were having trouble with the Edison battery, they are having a great deal more trouble with the lead battery. They had five dead cells, and I wrote to the Glenview people to send them five new ones at once. I am afraid that before the snow commences to fall, that we will have to exchange this old battery, as it is in very hard service, but they are good friends of ours and understand the situation.

I went to South Bend, Ind. and called on Studebaker's and met Col. Studebaker, Mr. Goodrich, manager of the Automobile Dept., and Mr. Carlisle, the gentleman who wrote the letter to Mr. Edison. No matter what any one else says, the Studebaker Co. are good friends of ours on the whole, and they agreed to wait until Spring before asking us to exchange the two sets of batteries that they now have. They are building a large number of Automobiles suitable to take the Edison battery, but expect to sell same with a lead battery, but they frankly owned up that they were not getting good service out of the lead battery they were using, and they will be mighty glad when we start to make deliveries again.

CONT'D.

[ENCLOSURE]

THOMAS A. EDISON,  
PRESIDENT.  
W. E. GILMORE,  
VICE PRESIDENT & GENERAL MANAGER.

J. R. SCHERMERHORN,  
ASSISTANT GENERAL MANAGER.

J. F. RANDOLPH,  
TREASURER.  
EDGAR W. DENNISON,  
SECRETARY.



**EDISON MANUFACTURING CO.**

MAIN OFFICE AND FACTORY  
ORANGE, N. J.

**EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.**

IN REPLYING ADDRESS THE COMPANY NOT  
THE INDIVIDUAL AND MENTION THESE INITIALS.

31 UNION SQUARE, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

CABLE ADDRESS  
"KURILIAN, NEW YORK"

ADDRESS YOUR REPLY TO

*Chicago,*

Mr. W. E. Gilmore,

No. 2.

I am looking up two or three other people in Chicago, and will  
go from here to Madison, Wis., Rockford, Ills., and Cedar Rapids, Iowa,  
but will keep in touch with the Chicago office.

Yours very respectfully,

*H. J. Bee.*

[ENCLOSURE]

EDISON STORAGE BATTERY CO.

Inspectors Report

Week Ending Sept. 9, 1905.

Took out 2 leaky 27 cells of Houghton's battery. Replaced 22 low capacity E 48 cells in American Sight Seeing battery. Took readings on N. Y. Telephone battery, 60 E 19 cells, and located 26 low capacity cells. This battery has been in commission since the first of the year and has done an estimated mileage of 4000 miles. Has received best of care. Replaced one leaky E 15 cell in Hearn 111.

Week Ending September 16, 1905

Took readings on Hearn 111, and found 7 low capacity E 18 cells and one tray badly bumped. Replaced leaky cell in N. Y. Hospital battery. Ran discharge on Dr. McMichael's battery. Found  $\frac{1}{2}$  low capacity E 27 cells. Ran discharge on Tiffany E battery, in service about 1 year. Estimated mileage 6000. About half the battery was low in capacity, giving off from 80 to 120 amperes hours on 300 amperes hours charge. Replaced one overloaded E 27 cell in Tiffany rig B. Two others exploded, will replace.

*E. J. Rogers*



*Thos. J. Plankowski*  
President  
*William W. Johnson*  
Vice President

*Edgar C. Boyd*  
President  
*Walter C. Bailey*  
Vice President

*The Planters Hotel Co.*  
St. Louis, Mo.  
SEP 23 1905  
CHICAGO, ILL.

*Jackson Johnson*  
Vice President  
*Harold Ferguson*  
Vice President  
*August Holmstrom*  
Vice President

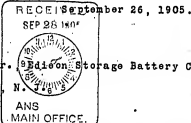
EXCEPTIONAL AND SUPERIOR, CLEAN AND  
ATTRACTIVE, SERVICE AND SERVICE UNPARALLELED.  
PAID AS HIGH AS THE OTHER  
FIRST CLASS HOTELS.

ABSOLUTELY FIRE-PROOF.  
EUROPEAN AND AMERICAN PLAN.

Mr. W. T. Gilmore,

Gen. Mgr. Edison Storage Battery Co.,  
Orange, N. Y.

Dear Sir:--



I found Mr. Winkley's battery of Madison, Wis., in very bad shape. He had a large number of leaky cells and five dead ones, and was getting a little bit discouraged in the outlook for the battery to be a success. He has a large number of friends who are watching the action of the battery closely.

I explained the situation to him, and offered to exchange the poor cells at once, but when he understood the position we were in, and as he only wanted to use the vehicle another six weeks, he decided that he would wait until Spring before asking us to make any exchange. I left him in a happy frame of mind.

The John W. Barnes & Co. of Rockford, Ill., have five sets of our batteries. There are



*Thos. J. Plankowski*  
President  
*William W. Johnson*  
Vice President

*Edgar C. Boyd*  
President  
*Walter C. Bailey*  
Vice President

*The Planters Hotel Co.*  
St. Louis, Mo.  
CHICAGO, ILL.

*Jackson Johnson*  
Vice President  
*Harold Ferguson*  
Vice President  
*August Holmstrom*  
Vice President

EXCEPTIONAL AND SUPERIOR, CLEAN AND  
ATTRACTIVE, SERVICE AND SERVICE UNPARALLELED.  
PAID AS HIGH AS THE OTHER  
FIRST CLASS HOTELS.

ABSOLUTELY FIRE-PROOF.  
EUROPEAN AND AMERICAN PLAN.

- 2 -

also four other sets of our batteries in town. All these batteries have leaky cells, but they all decided that they would wait until Spring before asking us to make any renewals. These people have used lead batteries in automobiles for several years, and they all say they would not go back to lead if they could buy Edison for any amount of money. They were delighted with the treatment they had received from the Edison Company in the past, and were confident that the battery would win out.

I spent some little time with Montgomery & Ward of Chicago, and as I previously wrote, this battery will have to be exchanged before the snow falls, as they have quite a number of low cells, but they are not finding any fault, as the Edison, as bad as it is, is better than their lead.

Woods Motor Vehicle Co. of Chicago. This Company has more electric automobiles in Chicago than all the other automobile companies



*Frank J. Handberg*  
President  
*William H. Cookman*  
Vice President

*Edgar C. Handberg*  
President  
*Walter C. Handberg*  
Vice President

# The Planters Hotel Co.

CHICAGO, ILL.

*Jackson, Johnson & Co.*  
General Managers and Owners  
*August G. Johnson*  
General Manager and Owner

UNIVERSITY AND HOSPITAL, CHICAGO, ILL.  
ATTENTION: CHICAGO AND HOSPITAL DEPARTMENT.  
ENTER BY REAR DOOR FROM CHICAGO  
FIRST CLASS HOTEL.

ABSOLUTELY FIRE-PROOF.  
EUROPEAN AND AMERICAN PLAN.

- 3 -

put together. Last Fall they promised me that they would hinge the seat of the Battery Compartments on all vehicles that they made, and that they also would build them large enough for Edison batteries. They put out fifty vehicles this Spring, and am glad to say that this change was made on them all, which by the way is the only vehicle company which kept their promise in this respect. They have a vehicle with sixty E-18 cells. The gentleman who owns it is delighted with it, it having given him no trouble whatever.

The Woods Company are very anxious for our latest measurement of our new cell, to enable them to put through new work. They are going to build everything suitable for the Edison battery.

Please show this letter to Mr. Whiting. Take it all in all, the people have confidence in Mr. Edison, and even as it is they think the Edison battery is all right, especially with the



*Frank J. Handberg*  
President  
*William H. Cookman*  
Vice President

*Edgar C. Handberg*  
President  
*Walter C. Handberg*  
Vice President

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ABSOLUTELY FIRE-PROOF.  
EUROPEAN AND AMERICAN PLAN.

- 4 -

treatment and attention they have received at our hands.

The Central Brewing Co. of East St. Louis have sixty-four of our E-45 cell. This battery has been giving them trouble for some time. We are exchanging it in peace-meals. We still owe them ten trays of 4-cells each. It is advisable to get them these cells as soon as possible, as the old ones are playing out, and even now are practically useless. Please have Whiting ship them a carboy of 21% potash by freight.

I expect to be Indianapolis, at the Claypool Hotel, Oct. 1st; Cleveland, at the Colonial Hotel, October 8th.

Yours very respectfully,

*H. J. Bee*

*The Adams Express Company*

NOV 20 1895

*Office of the President  
New York*

November 17th, 1905.

My dear Edison:

Yours received. When that fellow comes back to town I will put an interrogation point inside of his skull.

I don't quite understand your last paragraph;

"I will help you out on batteries of the first type until I get new ones."

What is the limit of your help? When I know that, I can proceed to make plans.

Please read the latest from the Washington experiments. I wonder if we can't get "Teddy" to make Battery Regulation a feature of his message.

Yours truly,

*L. C. New*

*L. C. New*

What I mean is that should you President get your wagons out before I can get out the new battery, I will help you out with the type you first got which are good for one year, I agreeing to exchange for new battery when ready without expense to you. I do this so as

*not intend the use of Electric Vehicle according to my experiment to me*

[ENCLOSURE]

*Adams Express Company*

*Pennsylvania Department*

*H. M. Bennett*  
PRESIDENT MEMBER OF THE  
BOARD OF MANAGERS.

*Philadelphia*, November 16, 1905.

Mr. Weir:

The following is extract from General Agent George's  
report for week ended November 12th:

"We are still having some trouble with our electric wagons, owing to the batteries. We have kept after the Edison people almost constantly, but they appear only able to supply us with a battery now and then, and some of them are of such a character that our wagons have to be put on charge at noon and remain for one and a half to two hours. This, of course, is a great loss of time and is delaying our business."

Yours truly,

*H. M. Bennett*  
Manager.

Copy.

Nov. 20, 1905.

Mr. L. C. Weir, Pres.,  
Adams Express Co.,  
59 Broadway, N. Y.

Dear Sir:

Yours of the 17th received, replying to same wish to say that what I mean is, that should you get your wagons out before I can get out the new battery, I will help you out with the type you first got, which are good for one year, I agreeing<sup>to</sup> exchange for new battery when ready, without expense to you.

I do this so as not to retard the use of Electric Vehicles, although it is mighty expensive to me.

Yours truly,

Thomas A. Edison.

P. S. If you think it would be a "Square Deal" to allow me something for the years use of each battery, I would be pleased, and I do not think your Directors would kick.

Edison.

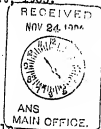


# The Adams Express Company

Office of the President

*Following the  
summing up  
letter to  
New York  
Illinois*

November 21st, 1905.



Dear Edison:

Yours of 20th received. Could you help

out to the extent of fifty batteries? We had in contemplation one hundred wagons, but, under the circumstances, we will cut our mind in half. We are believers in the "Square Deal", and I do not think we will have any difficulty in "dealing square" for the year's use of the batteries when the time comes.

Yours truly,

*L. C. Weir*

Mr. Thomas A. Edison,  
Orange, N. J.

*Thos. Schmitt  
1923*

Ed. H. Wells

DEC - 6 AM 1905

*The Adams Express Company,*  
*Office of the President,*  
*New York;*

December 5th, 1905.

Dear Edison:

Mr. Wells has his drawings completed and will  
be pleased to go over and submit them to you any day this  
week, if you will fix the date.

Yours very truly,

*Edw. H. Wells*  
President.

Mr. Thomas A. Edison,

Orange, N. J.

*Friday*

*Auto*

ESTABLISHED 1890.

*We built the first factory in the U.S. especially for automobiles.*

## GROUT BROTHERS AUTOMOBILE COMPANY,

MANUFACTURERS OF  
High Grade

### AUTOMOBILES.

OFFICES:  
W.L.GROUT,  
F.L.GROUT,  
G.R.GROUT,  
F.L.GROUT,  
H.A.GROUT.

*Orange, Mass., U.S.A.*  
Dec. 6, 1905.

DEC - 9 1905

Mr. Thomas A. Edison,  
Orange, N.Y.

Dear Sir:—

*Richman*  
*see me about this*

We have your communication, dated November 29th, and would say, that we thank you very much for acknowledging ours to you and trust that ~~our car~~ will prove of sufficient value to you so that you can furnish us with the photograph as asked for.

We had, of course, hoped that the car would be so satisfactory that it would be impossible for you to say anything against it, although that ~~could~~ be quite impossible as we hardly think any Manufacturer of automobiles has so far built one and placed it in a mechanic's hands where he has not seen fit to make alterations and many times improvements. This has proven so from the beginning of the automobile selling.

There is one point which we would like to convey to your mind and make it as strong as possible, and that is, we stand ready to furnish you with any part which you find faulty in our car, never questioning from you how the accident happened, at no cost to yourself. We do not do by you, understand, any different than we do by our other customers and when we make this statement, "No cost to you", it is just the same to every other customer.

We are more than desirous to have all of our cars, not

ESTABLISHED 1896.

*We built the first factory in the U.S. especially for automobiles.*

## GROUT BROTHERS AUTOMOBILE COMPANY

MANUFACTURERS OF  
High Grade

### AUTOMOBILES.

OFFICERS:  
W.L. GROUT,  
P.E. GROUT,  
C.E. GROUT,  
F.L. GROUT,  
H.A. GROUT.

*Orange, Mass., U.S.A.*

Dec. 6, 1905.

Mr. Thomas A. Edison,

(2)

only yours, but every one else, just as we represent them and have them satisfactory. You do not say whether you thought the new struts which we sent you, or the coupling to go on the drive shaft, or the sprockets were satisfactory or not.

We trust they were, and we remain,

G/B

Yours respectfully,

GROUT BROTHERS AUTOMOBILE COMPANY.

*Gould*

*We used the sprocket + coupling  
couldn't use the struts as they  
would only break again - we  
upset the ends + cut thread  
on the upset -*

*Tag*

*Auto*  
CARL ANDERSON  
"FORDS, New York  
A. H. G. CINE

PLEASE ADDRESS ALL LETTERS TO LONG ISLAND CITY

TELEPHONE [2204] GREENPOINT  
[2205] [2206]

VEHICLE EQUIPMENT COMPANY

MANUFACTURERS OF AUTOMOBILES FOR ALL PURPOSES

TRUCKS  
WAGONS  
CARRIAGES

GENERAL OFFICES AND WORKS

BORDEN AVENUE

STORAGE  
BATTERIES  
PAINTS

LONG ISLAND CITY, NEW YORK Dec. 8, 1905.

Thomas A. Edison, Esq.,  
c/o Edison Laboratory,

*WJG*  
Orange, N.J.

My dear Mr. Edison:-

I have made a new design for a wagon which I would like to have you look over as you kindly promised me last week, and I have asked Mr. A. F. Madden, who is employed by this Company, to go over to see you with it. I should be glad to have you make any suggestions that may occur to you, and hope to have the pleasure of seeing you again in reference to the matter in a few days.

I shall appreciate any courtesy extended to Mr. Madden in connection with this matter.

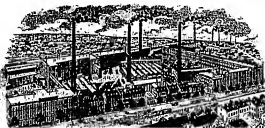
Yours very truly,

*Robert M. E. Lloyd*  
President.

EMIL GROSSMAN  
Soc & Gen Mgrs

CABLE ADDRESS: CONTINENTAL  
WESTERN UNION CODE.

## CONTINENTAL CAOUTCHOUC COMPANY



FACTORY, HANOVER, GERMANY

TELEPHONES 8849  
8849

CORTLANDT

Thomas A. Wilson,

Orange, N. J.

Dear Sirs:

On the 4th inst., we received from you two 34 x 4 CONTINENTAL casings our claim #4535 and 4534.

The above casings show evidence of having been ridden deflated, improperly attached by lugs and are broken above beads to such an extent as to render them beyond repair.

Kindly advise us by return mail as to the disposition you desire us to make of these casings, and oblige.

Yours very truly,

THE CONTINENTAL CAOUTCHOUC CO.

per

*Emil Grossman*

FFJ/R *yes*

Dec. 11, 1905.

DEC 13 1905

*Return tires want to show my men  
the trouble, we don't seem to have  
same trouble with Michlin tires  
but suppose that is due to luck  
Edison*

*Aut*  
GENERAL ELECTRIC COMPANY  
PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

*Ans. Jan 7/06.*  
December 27th, 1905.

Thomas A. Edison, Esq.,  
Orange, N.J.

Dear Mr. Edison:-

*Ship it back  
as directed & notify  
C. Bachman*  
After working over the tests made with the recording instruments on your Lansden touring car, with both the small and large motor, would state that the large motor drives your vehicle a little bit faster than the small motor, but seems to take considerably more energy to do so. This may be accounted for by difference in alignment of the two motors. However, I have gone into the matter thoroughly with our engineers, and if you wish, we can reduce the heating of your larger motor somewhat by putting on a larger size of copper in fields. Therefore, if you can spare this motor and will ship it back to the Lynn factory, I will have this motor gone over and improved as much as possible.

Yours very truly,

*Alex. C. Bachman*  
RAILWAY ENGINEERING DEPT.

AC/AHW

*LC 7-24*

Cable Address

"Yankee, New York"

A. H. C. Case

PLEASE ADDRESS ALL LETTERS TO LONG ISLAND CITY

VEHICLE EQUIPMENT COMPANY

MANUFACTURERS OF AUTOMOBILES FOR ALL PURPOSES

GENERAL OFFICES AND WORKS:

BORDEN AVENUE

TELEPHONES (LONG ISLAND CITY) (LONG ISLAND CITY)

STORAGE  
BATTERIES  
PARTS

JAN - 8 AND

LONG ISLAND CITY, NEW YORK

Dec. 29, 1905

A. F. Madden

Mr. Thomas A. Edison,  
Valley Road,

West Orange

Dear Mr. Edison:-

I enclose herewith blue print of proposed flexible sprocket wheel, which we were talking over sometime ago. *to see if any changes are*

This apparatus consists of a steel sprocket having a hollow web with projecting lugs into which a hub having projecting lugs operates against four pieces of rubber.

You will notice the rubber is entirely enclosed, which prevents it from being exposed to dirt and grease and at the same time so arranged as to be flexible when power is applied to it in either direction.

Will you kindly advise me if this meets with your approval.

Yours very truly,

A. F. Madden



**1905. Battery - Primary (D-05-02)**

This folder contains correspondence and other documents relating to the primary batteries produced by the Edison Manufacturing Co. Most of the items are letters received by William E. Gilmore, vice president and general manager, concerning the manufacture and sale of the batteries and the activities of competitors. Numerous documents pertain to relations with the Western Electric Co. and the Battery Supplies Co.

Approximately 80 percent of the documents have been selected. The items not selected consist of canceled Battery Supplies Co. stock; correspondence arranging business meetings; and a paper by James W. Gladstone, proprietor of the Battery Supplies Co., which he presented at a meeting of the Railway Signal Association.

E. G. DOOGUE  
MANAGER

B. S. - General 705-

L. D. TELEPHONE  
NO. 315

## BATTERY SUPPLIES COMPANY,

J. W. GLADSTONE, PROPRIETOR.

FACTORY AND OFFICE,  
S. W. CORNER JELIFF AND AVON AVENUES.

NEWARK, N. J. Feb. 2nd, 1905.

Mr. W. R. Gilmore, Vice President & General Manager,  
C/o Edison Manufacturing Co.,  
Orange, New Jersey.

Dear Sir:

Referring to conversation over the telephone advising you that the General Signal Co. of Buffalo had made us a proposition to throw out of service 448 Gordon batteries on the Big Four R. R. and to insert in their place an equal number of Gladstone batteries, G-60, provided that we would make a rate of \$1.50 per ea. cell net on this transaction, we believe that the acceptance of this order will be advantageous to both your company and also to us and as you stated you had no objection to us making this deal provided we wished to do so, we have notified the General Signal Co. that we have accepted the proposition. We have made it perfectly clear that this is a special transaction and must not in any way be considered as a precedent.

For your information I beg to advise you that the trouble the Big Four experienced with the Gordon batteries was on account of them not working satisfactorily in cold weather, and if the proposition had not been accepted by us, the Signal Co. would have put the Gordon batteries under ground and would have retained them in service. The strong point that the Gordon Battery Co. has always made that their cells would stand cold weather much better than the Edison or the Gladstone battery, is thereby disproved, as the Big Four R. R. had a few of their signals

W.E.G., E.M.Co., #2.

equipped with the Gladstone battery and these signals worked satisfactorily during the cold weather, whereas the bulk of the signals which were equipped with Gordon batteries went out of service during the last cold snap.

Yours truly,

BATTERY SUPPLIES COMPANY,

*W. Gladstone*  
Proprietor.

JWG/FES.

THOMAS A. EDISON, PRESIDENT.  
W. E. GILMORE, VICE PRESIDENT.

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO CHICAGO, ILL.

J. F. RANDOLPH,  
SECRETARY AND TREASURER.



## EDISON MANUFACTURING CO.

MAIN OFFICE AND FACTORY  
ORANGE, N. J.

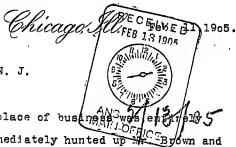
EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

IN REPLYING ADDRESS THE COMPANY  
AND MENTION THESE INITIALS

83 CHAMBERS STREET, NEW YORK.  
304 WABASH AVENUE, CHICAGO.

CABLE ADDRESS:  
KURILIAN, NEW YORK.

GMN/CC



Mr. W. E. Gilmore,

V.P. & Genl. Manager, Orange, N. J.

Dear Sir:

The Central Electric Co's place of business was destroyed by fire this morning. I immediately hunted up Mr. Brown and extended him the courtesies of the office for temporary quarters; also assured him that we would take care of all their requirements in our line to the very best of our ability. They have, however, secured temporary quarters on Jackson Boulevard and their office force is for the time being located in the building of the Chicago Edison Company.

Yours very truly,

*George M. Nesbitt*  
Western Manager

THOMAS A. EDISON, PRESIDENT,  
W. E. GILMORE, VICE PRESIDENT

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO CHICAGO, ILL.

J. F. RANDOLPH,  
SECRETARY AND TREASURER.



## EDISON MANUFACTURING CO.

MAIN OFFICE AND FACTORY  
ORANGE, N. J.

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPIES AND FILMS.

IN REPLYING ADDRESS THE COMPANY  
AND MENTION THESE DETAILS

83 CHAMBERS STREET, NEW YORK.  
364 WABASH AVENUE, CHICAGO.

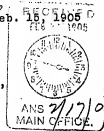
CABLE ADDRESS:  
KURILIAN, NEW YORK.

G.M.N.

Mr. W. E. Gilmore

Pres. & Gen'l Mgr. National Phonograph Co.,

Orange, N. J.



Dear Sir:-

We have succeeded in obtaining a bookkeeper who seems to be well qualified and is a personal friend of Mr. Bush, who has just resigned. In a conversation with Mr. Bush we find that one of the principal reasons for his resigning his position was owing to the volume of work which is more than one man can handle satisfactorily.

Mr. Bush has put in an immense amount of overtime since he has been with the Company, taking work home to be done on Sundays, and I am afraid that unless we can make some provision to help the new man along we will only have the same experience to go through in the course of the next two or three months.

I would therefore ask your permission to break in our present office boy, who is an exceptionally bright boy and writes a fairly good hand, as a sort of general assistant to the bookkeeper. There is a lot of the detail work which he can do which will greatly facilitate the handling of the accounts. The boy is ambitious and very anxious to better himself, and as to his qualifications would suggest that you ask Mr. Logue on his return. He has been with the Company now nearly two years.

EDISON MANUFACTURING COMPANY

To W. K. Gilmore

Date Feb. 15, 1905

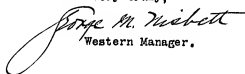
Sheet No. 2

We have opened about forty new accounts here since the first of the year and the number of bills sent out daily will run between eighty and one hundred.

Mr. Kokart, who is now here, has written a letter on this matter to Mr. Westee and he doubtless will bring this matter to your attention.

We can obtain a new office boy and break him in by degrees at, possibly, four to five dollars a week.

Yours very truly,

  
Western Manager.

*Legal Department.*

*Telephone 401 Orange  
"Columbia Edison Legal Manager"*

*Thomas A. Edison  
National Phonograph Co.  
Edison Manufacturing Co.  
Edison Manufacturing Co.  
Edison Storage Battery Co.*

*Frank L. Dyer, Counsel  
Frank E. Bradley, Assistant Counsel  
John H. Holden*

*Subjects*

*mkf* *Orange, N. J.* March 30, 1905.

W. E. Gilmore, Esq.,

Edison Manufacturing Co.,

Orange, N. J.

Dear Sir:--

I enclose herewith copy of a letter just received from the Battery Supplies Company. Although the letter is dated March 18th, the envelope shows that it was not mailed until the 29th.

Yours very truly,

*Frank L. Dyer*

DH/MK.

Enc.

[ENCLOSURE]

C O P Y

BATTERY SUPPLIES COMPANY

Newark, N. J. March 18th, 1905.

Edison Manufacturing Company,

Mr. Frank L. Dyer, General Counsel,

Orange, N. J.

Dear Sir:-

On reaching the office this evening I was informed that you had telephoned during the day wishing to know whether we agreed to the proposition that your company should quote agents' discounts to Stuart Howland Company, Boston and that we should quote the same terms to Pettingell, Andrews & Co. I beg to advise you that I have been unable to discuss this matter with Mr. Rockafellow of the Western Electric Co., and as I am sailing for Europe tomorrow, it will not be possible for me to see him before my departure. I am afraid, therefore, it will be necessary for the matter to be left over until my return to this country, which will be about May 15th. If this arrangement is made, it will be necessary to tie up both these concerns on a contract covering resale prices; otherwise, they will go ahead and trim prices all around.

Yours truly,

(signed) J. W. Gladstone.



THOMAS A. EDISON, PRESIDENT.  
W. GILMORE, VICE PRESIDENT

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO NEW YORK, N.Y.

D  
1905

Battery  
Storage  
J. F. RANDOLPH, Secretary & Treasurer



## EDISON MANUFACTURING CO.

MAIN OFFICE AND FACTORY  
ORANGE, N. J.

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

~~836 CHAS. STREET, NEW YORK~~

304 WABASH AVENUE, CHICAGO.

IN REPLYING ADDRESS THE COMPANY NOT  
THE INDIVIDUAL AND MENTION THESE INITIALS.

31 UNION SQUARE, COR. BROADWAY & 18TH STREET.

CABLE ADDRESS  
"KURILIAN, NEW YORK"

*New York*, April 6th, 1905

A. Westse, Esq.,

Auditor, Edison Mfg. Co.,

414

Orange, N. J.,

Dear Sir:-

Mr. Gilmore informs me that you have the contract between Mr. Edison, the Manufacturing Company, the Battery Supplies Co. and the Western Electric Co. in your safe. Will you kindly have a copy of the same made and forwarded to me at your earliest convenience?

Yours very truly,

EDISON MANUFACTURING COMPANY,

*W. J. Lowe*  
Manager of Sales.

WSJ:HJP

THOMAS A. EDISON, PRESIDENT.  
W. C. GILMORE, VICE PRESIDENT.

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO NEW YORK, N.Y.

J. F. RANDOLPH,  
SECRETARY & TREASURER.



## EDISON MANUFACTURING CO.

MAIN OFFICE AND FACTORY  
ORANGE, N. J.

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

IN REPLYING ADDRESS THE COMPANY NOT  
THE INDIVIDUAL AND MENTION THESE INITIALS.

~~304 WABASH AVENUE, CHICAGO.~~  
304 WABASH AVENUE, CHICAGO.  
31 UNION SQUARE, COR. BROADWAY & 16TH STREET.

CABLE ADDRESS  
"KUPILIAN, NEW YORK"

*New York*, April 18th, 1905

A. Westee, Esq.,

Auditor, Edison Mfg. Co.,

Orange, N. J.,

414

Dear Sir:-

I return you herewith the agreement between Mr. Edison, the  
Battery Supplies Co. and the Western Electric Co. which you handed me a  
few days ago.

As you hold my receipt for this, will you kindly return the  
receipt to me?

Yours very truly,

EDISON MANUFACTURING COMPANY,

*W. A. L. Logan*  
Manager of Sales.

WSL:HJP

[TO JOHN R. SCHERMERHORN]

5/4/05  
SUBJECT: Filing Standard Edison and standard Gladstone  
cell with Trust Company.

J. R. S.:

Referring to the last part of Mr. Dyer's letter relative to the filing of a standard Edison and a standard Gladstone cell with a suitable Trust Company, I am under the impression that these cells have been placed with the Fidelity Trust Co. of Newark, N. J., that they sent us a bill for the storage of same and that it has been paid. I do not know whether you handled this matter or whether it was handled by Mr. Westee or somebody else. I wish, however, you would look into it and let me know.

5/4/05.

W.E.G.

Enc-A1

(9/10/5)  
Traffic

SUBJECT: Freight Rates--Battery Supplies Co.

J. R. S.:

Referring to the attached letter from Mr. Dodge, of the Battery Supplies Co., he spoke to me the other day when I saw him in the New York office, stating that they had had a great deal of trouble about the shipment of their goods, that oil was always classed as first-class and that they have been compelled to pay first-class and higher rates on their goods. I told him that we were looking into the matter and that we would give him the benefit of any information we could obtain on the subject. I also told him that the matter was under your immediate ~~exp-~~ jurisdiction.

I wish you would call Mr. Dodge on the telephone so that he can tell you just exactly what he is getting at and then try and give him all the assistance you can. Of course, if they can be of any benefit to us we want to take advantage of it, but he can tell you his own story better than I can.

5/8/05.

W.E.C.

Enc-B

THOMAS A. EDISON, PRESIDENT.  
W. E. DILLON, VICE PRESIDENT.

ADDRESS YOUR REPLY TO THIS COMMUNICATION TO NEW YORK, N.Y.

J. F. RANDOLPH,  
SECRETARY & TREASURER.

TRADE  
Thomas A. Edison  
MARK.

## EDISON MANUFACTURING CO.

MAIN OFFICE AND FACTORY  
ORANGE, N. J.

EDISON PRIMARY BATTERIES AND FAN MOTOR OUTFITS  
EDISON PROJECTING KINETOSCOPES AND FILMS.

IN PERFORMING ADDRESS THE COMPANY NOT  
THE INDIVIDUAL AND RETURN THESE INITIALS.

304 WABASH AVENUE, CHICAGO.  
31 UNION SQUARE, COR. BROADWAY & 14TH STREET,  
NEW YORK.

CABLE ADDRESS  
"RURILIAN, NEW YORK"

June 13th, 1905

W. B. Gilmore, Esq.,

Vice Pres. & Gen. Mgr., Edison Mfg. Co.

Orange, N. J.,

Dear Sir:-

Referring to the enclosed letter from Mr. Gladstone, in which he states that "there is no electrical advantage in increasing the present weight of the oxide platen and zinc plates, manufactured by both concerns, unless a corresponding increase is made in the containing vessel and of the weight of the caustic soda, for the reason that it is the solution that always exhausts first, which causes the voltage of the battery to drop to such an extent that it has to be recharged when there is a considerable amount of copper oxide and zinc that could be used."

In reply to this I beg to state that Mr. Gladstone is evidently in error. We have sent out quite a number of the corrugated oxide platen and new zincs to the different signal engineers for test, and in no case has the weight of the caustic soda been increased. We have received reports from three or four of the signal engineers, and in every case the report has been that the new oxide platen and zincs are very much superior to the old plates.

I am of the opinion that it will not be necessary for us to increase the weight of the caustic soda. While I have never tested the caustic soda in any cells that have been exhausted, the zincs in the majority of cases are nearly consumed, while there still remains a small quantity of black oxide in the plate.

In sending out the new plates and zincs, I would suggest that the caustic soda be not increased.

Yours very truly,

W. B. Gilmore  
Manager of Sales.

WSL:HJP

[ATTACHMENT]

E. G. DODGE,  
MANAGER

L. D. TELEPHONE  
No 218

BATTERY SUPPLIES COMPANY,

J. W. GLADSTONE, PROPRIETOR.

FACTORY AND OFFICE,

S. W. CORNER JELLIFF AND AVON AVENUES

NEWARK, N. J.



Mr. W. E. Gilmore, Vice Pres. & Gen. Mgr.,

C/o Edison Manufacturing Co.,

Orange, New Jersey.

Dear Sir:

When I was last in your office, you referred to the fact that your company is now about to put out a new style oxide plate with corrugated surface. From information received from outside sources, which was corroborated in the conversation referred to above, I understand that these oxide plates weigh 2 oz. heavier than the standard oxide plates and also there has been a corresponding increase in weight made in the zinc plates. Although the tri-party agreement does not specify that each concern shall manufacture oxide plates and zinc plates of the same weight, yet I think you will agree with me that this was at any rate implied. I, therefore, think that if your company places these new corrugated oxide plates and extra heavy zinc plates on the market that a corresponding increase in list price should be charged by you, or else that the discount on this material should be decreased, as otherwise we shall be forced in self defence to increase the weight of our oxide plates and the weight of our zinc plates correspondingly and you, of course, in like manner will make the same increase in weight in the present standard plates manufactured by your company, with the result that both concerns will be greatly increasing their manufacturing cost and thereby decreasing the margin of profit. I, therefore, would suggest that instead of both concerns acting in this way, it would be much better

[ATTACHMENT]

W.E.G., B.Mfg. Co., 2

if the weight of the corrugated plates and the corresponding zinc plates coincided with the weight of the present standard plates, as in that case the new corrugated oxide plate would be sold entirely on its merits and not on account of it containing more oxide of copper and the zinc plate containing more zinc than those that are now manufactured by both concerns. Furthermore, I wish to state that there is no electrical advantage in increasing the present weights of the oxide plates and zinc plates manufactured by both concerns unless a corresponding increase is made in the size of the containing vessel and the weight of the charge of caustic soda, for the reason that it is the solution which always exhausts first, which causes the voltage of the battery to drop to such a point that it has to be recharged when there is considerable amount of copper oxide and zinc still unused.

Experience has shown that if the weight of the caustic soda is increased without making a corresponding increase in the size of the containing vessel that the batteries will polarize in cold weather, whereas if a larger vessel is used so as to permit a heavier charge of caustic soda to use up the increased weight of copper oxide and zinc, a distinctly new battery is created.

Yours truly,

BATTERY SUPPLIES COMPANY,

*W. E. Gladstone*  
Proprietor.

JWG/EES.

[ATTACHMENT]

Blackstone

oxide 10 1/2 to 11 oz.

zinc 13 oz.

Carbon mud

oxide 15 oz.

zinc 15 1/2 oz.

Logue

Sig me

6/13/15 Mrs



Battery St.  
Western Electric Company

255 SOUTH CLINTON STREET.

Chicago



72



December 10th, 1905.

THE EDISON MANUFACTURING COMPANY,

W. E. Gilmore, Vice President,

Orange, New Jersey.

Dear Sir:-

I regret very much that I was unable to see you prior to my departure for the West and there are two matters which I desire to adjust which could have been talked over to good advantage personally. They are as follows:

First: - The question of contract for agreement to be executed by your company with your authorized agents for Edison-Lalande battery material. Your arrangement with the Battery Supplies Company provides that you will execute such a contract with your agents, binding them to maintain resale terms in the same manner as we are bound in handling Gladstone-Lalande material. Mr. Gladstone tells me that it is your intention to carry out this feature by a simple letter to your agents, notifying them of the terms and your desire to have them maintained. From my past experience with the jobbing trade generally, I am satisfied that this will not answer the purpose and would recommend that you adopt a regular form of agency agreement, which shall provide that in consideration of permitting them to act as distributors of your patented Lalande battery material, and favoring them with agents' prices, they agree to absolutely maintain the terms you establish, such an agreement to be in duplicate and signed by both parties.

THE EDISON MANUFACTURING COMPANY - #2.

I think it is just as much to your interest as ours to handle the matter in this manner and hope the arrangement I suggest will meet with your approval.

Second:- Under date of November 1st of this year we expect to take over the supply business of the Machinery and Electrical Company of Los Angeles, California, handling it after that date as a regular branch house of this company. Although the Machinery and Electrical Company have been operating as your agents for some time and receiving agents' prices, their business in Lalande battery material from the jobbers' standpoint has been rather small, the bulk of their sales being in connection with their gas engine business. This concern is really made up of two companies - one an electrical supply house, and the other located several blocks distant, a machinery and gas engine concern where they sell electric light machinery, gas engines, repair parts and do a general electrical repair business. We expect to take over the supply business only, Mr. Duff, the present owner of both concerns, to continue his machinery and gas engine business as in the past.

I have not yet raised with Mr. Duff the question of handling this particular line, but from his conversation judge that he expects to continue as your agent although he will be merely a dealer in gas engines. This, of course, is contrary to the arrangement and I judge it will be necessary to advise him of the facts in the case and cancel the agency. The arrangement under which we are taking over Mr. Duff's supply business provides that he is to favor us with all purchases of electrical material where prices are equal and should you cancel your agency

THE EDISON MANUFACTURING COMPANY - #8.

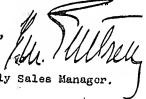
arrangement with him and we act as agents for the Battery Supply Company, it would necessarily throw his business in our hands. I think I have influence enough with him to satisfy him regarding this point providing you are satisfied to do without an agency in that section and permit us to take all the business on Gladstone-Lalande material. We might, of course, consider some special arrangement under which we could supply Mr. Duff with battery material of your manufacture, but I doubt whether this would work out as it would necessitate our carrying stock of both Gladstone- and Edison battery. It looks to me as though the best arrangement for all concerned is for you to cancel your agency agreement with him and permit us to take his business over for Lalande battery material, giving him the privilege of drawing his supplies from our stock, but before taking any definite action in the matter, I would suggest that you write me your views and possibly give me an opportunity to discuss the matter with Mr. Duff personally on my arrival at Los Angeles, which will be about October 25th. It is hardly probable that I will leave Chicago for the Coast before October 20th or 21st and wish you would let me know if it is your intention to make a trip to Chicago either this week or next, in which event I will be glad to talk both matters over with you personally.

In the meantime, will you kindly write me and give me an idea of the amount of business Mr. Duff has transacted with you during the past year or so, in order that I may govern myself in ordering stock for ourselves? I am advised by Mr. Duff that

THE EDISON MANUFACTURING COMPANY - #4.

it has been customary for him to place orders for full carloads  
and would be glad to know if this is a fact and if so, how  
often he has placed such orders.

Yours truly,

  
Supply Sales Manager.

EMS-LLL

[TO E. M. SCRIBNER]

Oct. 14, 1905.

E. W. Scripture, Esq., Supply Sales Manager,  
Western Electric Co.,

259 S. Clinton St., Chicago, Ill.

Dear Sir:

I have your favor of the 10th, and I owe you an apology for not being able to fulfill a further engagement with you before you left for the West.

Mr. Gladstone came in this afternoon and I took up and discussed with him the various matters as contained in your letter.

Now in regard to the agreement, about which I have had quite some talk with Mr. Gladstone, I considered that the letter would be sufficient for the purpose, but in view of the facts set forth in your communication, I am perfectly willing to have it made up in the form of an agency agreement. I understand from Mr. Gladstone that you have such a form of agreement, and if you have no objections, I should be very glad if you will let me have a copy of same so that we can get one up and sign up our different people at the earliest possible moment.

I note that you intend to take over the Supply business of the Machinery & Electrical Co. of Los Angeles, Cal. We never understood that there were two separate and distinct companies until the receipt of your letter, and of course, in view of the fact that you will take over the Supply business, I do not see that there is anything else for

E. W. Scribner.

(2)

10/14/05.

us to do but to cancel the agency arrangement with them, as in any event it would not pay us to continue it, in view of the fact that the Electrical Supply House will be taken over by you and naturally will handle the product of the Battery Supplies Co. Under the circumstances I am perfectly willing that you should present the matter to Mr. Duff and make such arrangements as you deem proper in the premises.

As to your making a special arrangement with Mr. Duff to supply material of our manufacture, I do not consider this at all necessary, for, as you say, it would necessitate your carrying an additional stock of Edison battery, and no doubt he will be perfectly satisfied to take up and use the product of the Battery Supplies Co. I am therefore going to leave this matter in your hands and shall not write to these people until after I have heard from you.

In this connection I desire to say that I have made arrangements to leave for Chicago on Wednesday afternoon next (the 18th), and Mr. Gladstone will accompany me. I shall go out on the 20th Century Limited over the Lake Shore, arriving at Chicago on the morning of the 19th. I shall doubtless stop at my Chicago office and immediately telephone you and make any arrangement that will suit your convenience. Unless you have some previous engagement, I should be very glad if you will take luncheon with us on the 19th.

As to the business we have done with the Machinery & Electrical Co., it is as follows:

For the year 1904, \$4919.55

For the year 1905, ending September, 3044.04.

I cannot find that these people ever placed with us what we would style a carload order. They might order two carloads in a year, but shipments were always in less than carload lots.

Trusting this will be entirely satisfactory, believe me to be,

Yours very truly,

WEG/IWW

V.P. & G.M.

[ENCLOSURE]

FOLIO \_\_\_\_\_

OCT 11 1905  
ORANGE, N. J., 1905

Machinery & Electrical Co.

TO EDISON MANUFACTURING CO., DR.

TERMS: NET CASH, 30 DAYS.

[illegible]

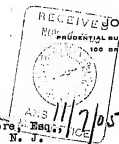
SHOULD YOUR BALANCE NOT CORRESPOND WITH THE ABOVE PLEASE ADVISE US AT YOUR

REMITTANCES SHOULD BE MADE DIRECT TO THE ORANGE, N. J., OFFICE

UNLESS ADVISED TO THE CONTRARY, WE WILL DRAW AT SIGHT FOR \$

ON THE \_\_\_\_\_ INST. PLEASE HONOR AND OBLIGE

CABLE ADDRESSES  
HELM | NEWARK  
NEW YORK



LAW OFFICES  
JOHN E. HELM

PROFESSIONAL BUILDING, 726 BROAD ST., NEWARK, N. J.  
100 BROADWAY, NEW YORK, N. Y.

TELEPHONES  
322 NEWARK, N. J.  
4214 CENTRAL, N. Y.

Newark, N. J., November 3, 1905.

Wm. E. Gilmore, Esq.,  
Orange, N. J.

Dear Sir:-

The last time you were in my office you asked me to remind you by letter in reference to the secretary and directorship of the Gladstone Storage Battery Company. I telephoned to Mr. Dyer some ten days ago and he told me he was waiting for your return from the West to receive instructions in regard to this matter.

Yours truly,

*John E. Helm*  
J.E.H.

JEH-HD.

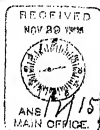


California Electrical Works

247 MISSION STREET

San Francisco.

PACIFIC COAST AGENTS WESTERN ELECTRIC CO.



November 24, 1905.

MR. W. E. GILMORE,

Edison Manufacturing Company,

Orange, New Jersey.

My dear Mr. Gilmore:

I find we are experiencing a great deal of difficulty here in obtaining LaLande Battery material to answer our requirements, and as we have a great many contracts with Gas Engine manufacturers on the Coast, are finding it difficult to give them satisfaction. Our San Francisco house has had orders in for some time for about 3,000 G-20 Cells, 2,000 of which are now on the road, after considerable delay. It was our desire to have our orders shipped complete, to obtain advantage of full carloads, but through their inability to make prompt shipment, are compelled to have the shipment split up and lose the freight. It seems to me that something should be done at Newark to take care of this business, if the increase is considered a permanent one, and that we should be enabled to obtain full cars promptly, where the item of freight is such a large one. I do not know what your facilities at Orange are, but it occurs to me that you might ship us, in emergencies like this, Edison LaLande Battery, and bill it to us through the Battery Supplies Company under

California Electrical Works  
547 MISSION STREET  
San Francisco.  
PACIFIC COAST AGENTS WESTERN ELECTRIC CO.

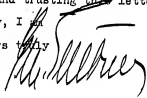
MR. W. E. GILMORE #2

your working arrangement with them; they in turn to bill it to us at the price of their own product. This would be entirely satisfactory to us, as our trade are perfectly willing to accept either make.

I am going back to Los Angeles next week and would be glad to hear from you at that point, on the subject. My address there is No. 334 South Main Street.

With kindest regards, and trusting this letter will find you on the top wave of prosperity, I am

Yours truly



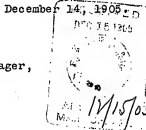
R.M.S.---B.

*Battery, St*

Western Electric Company

453 WEST STREET

New York



BO

W. E. GILMORE, Vice President & General Manager,  
Edison Manufacturing Company,  
Orange, New Jersey.

Dear Mr. Gilmore:-

You are not more sorry than I that I did not have the pleasure of meeting you last week to go over our affairs. It will be absolutely impossible for me to take this up this week or next on account of the preparations we are making for our Annual Dinner and consequent lectures &c. that we hold when our salesmen arrive from all sections of the country. Couldn't we pass this over until some time between Christmas and New Year's? Of course if this is too late I will have to find time somehow to meet you, but if the matter could hold over I would be much obliged. An additional reason is that my right hand man who handles this line is absent in Chicago, so you see you would have me in the same position you would be in if Mr. Logue was not along.

Yours truly,

*Wm. S. Gilmore*  
Sales Manager.

HUGH T. DUFF, PROPRIETOR.



TELEPHONE MAIN 1674  
HOME 1674



DEALERS & IMPORTERS IN  
GENERAL MACHINERY  
ENGINEERING SUPPLIES  
ELECTRICAL MATERIAL  
AND APPARATUS  
OFFICE AND WAREHOUSES  
334 S. MAIN ST.



Dec. 22, 1905.

MR. W. E. GILMORE,  
c/o Edison Manufacturing Company,  
Orange, N.J.

My dear Mr. Gilmore:

Replying to your favor of December 15th.- I note that my request of November 24th, that you endeavor to relieve our embarrassment at San Francisco by supplying us with Edison Lalande battery material to be billed us through the Battery Supplies Company under our contract, was a source of surprise both to you and Mr. Gladstone. Though it might appear a trifle unusual, it seems to me that under existing conditions we were justified in resorting to any expedient to help us out of our difficulties.

Early in November San Francisco had orders in the hands of the Battery Supplies Company for, approximately, 58,000 pounds or nearly two car lots. These orders had been with them for some time and while they were placed with the object of obtaining full car shipments, we were compelled to permit broken car shipments in order to keep the business going in the meantime. We were picking up Edison batteries in small lots from our competitors at San Francisco at practically consumers' prices and supplying them on our contracts at a considerable loss.

HUGH T. DUFF, PROPRIETOR.



*Los Angeles, Cal.*

MR. W. E. GILMORE

--#2.

Mr. Dodge in his letter of December 12th. refers to the fact that on that date final shipments have been made which will give some indication of the length of time required by the Battery Supplies Company to handle our orders.

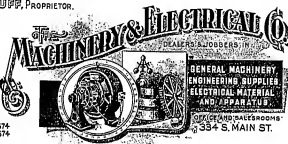
To one without experience on the Pacific Coast. it is hard to realize the expense and inconvenience caused through breaking up car-load shipments and shipping in small lots after we have succeeded in working our business to such a basis that orders can be placed for full cars. The Overland rate on less than car-lots is \$2.60 and on car-lots \$1.50, a difference of \$1.10 per hundred pounds. This amounts to five per cent on the cost of the goods and it is absolutely necessary for us to save this difference in order to off-set the increased interest charge on the investment which is forced upon us through the necessity for carrying practically a duplicate stock, one on the road and one in the warehouse. Should time permit us to ship via Panama, we will save an additional 30¢ and we would take advantage of this route if shipments could be made from the East more promptly.

I realize that you would hardly care to enter into such an arrangement as I suggested as a regular thing and my intention was that it would only be in emergencies.

HUGH T. DUFF, PROPRIETOR.



**The California Electric Machinery & Electrical Co.**  
 1000 MAIN 1674  
 1000 HOME 1674



DEALERS IN ALL KINDS OF  
 ELECTRICAL MATERIAL  
 GENERAL MACHINERY  
 ENGINEERING SUPPLIES  
 ELECTRICAL MATERIAL  
 AND APPARATUS  
 1000 MAIN 1674  
 1000 HOME 1674

*Los Angeles, Cal.*

MR. W.E. GILMORE --\$5.

It is a very common practice for manufacturers operating under the same patents to exchange material or to even supply material regularly made by other manufacturers and where our relations are so very close. I doubt whether it would create any trouble. Under the existing arrangement we could have ordered this material from you shipped and billed us direct but have been charged on the basis of a first-class jobber and it was natural that we should desire to have the billing diverted through the Battery Supplies Company and retain the additional profit, particularly as the difficulties we were under were through no fault of ours.

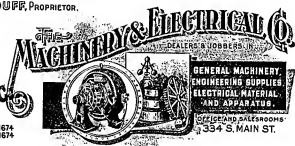
Mr. Dodge advises that he has succeeded in overcoming difficulties under which he has been laboring and that he hopes from now on to fill our orders with more promptness. We are glad to hear this and will assist him as far as possible in anticipating our wants and placing our orders as far in advance as we can.

In my reference in my recent letter to my location here, it was not my intention to advise that we were here permanently yet I thank you for your kind wishes just the same. I am going East about the fifteenth of January and will probably be in that section for three or four weeks, after which I will return to the Coast and remain here for a month or two more. Just what my movements after that will

HUGH T. DUFF, PROPRIETOR.



California Electric Co.  
SUCCESSORS TO THE  
TELEPHONE MAIN 1874  
HOME 1875



*Los Angeles, Cal.*

MR. W. E. GILMORE —#4.

be, I cannot say at the present time, but my intention is to return East as soon as my work here is completed.

Thanking you for your letter and with compliments of the season, I remain

Yours truly,

H.T.D.--E.

[ENCLOSURE]

C O P Y.

Dec. 15, 1905.

E. W. Scribner, Esq.,  
California Electric Co.,  
Los Angeles, Cal.

My dear Mr. Scribner:

Your favor of Nov. 24th came duly to hand, and I must say that I was rather surprised at the contents of it. I immediately took up the subject with Mr. Gladstone personally and had him come over to see me. I gave him your letter and told him that he had better look up the unfilled orders that had been placed with his company and see what was the reason for the delay. It was sometime before he returned the letter to me, and I now hasten to answer it to the best of my ability. In the meantime I understand that he discussed the matter very fully with your people in New York, and I would say that he was rather surprised at the position you have taken so far as our goods are concerned. However, this did not effect me one way or the other and I simply stated that if his company was not in a position to take care of your orders promptly and properly there was nothing else to be done but that we should help you out. I have since learned, however, that Mr. Dodge has written you most fully and that practically all of your unfilled orders are now on the way. I would be very loath, however, to make the arrangement as indicated in your communication. I would dislike very much to ship any of our goods, billing same to you through the Battery Supplies Co. I do not think this would look good from any standpoint; but nevertheless, if you still decide that you want some of our product I shall be very glad to adopt any suggestion you have to make. I realize, of course, that your trade would be satisfied to have either one type or the other, they being practically the same, but nevertheless, we feel that we would rather do our own business direct, notwithstanding the working arrangement that has been made between us.

I was indeed very much surprised to learn that you had decided to permanently locate in Los Angeles. I never understood when I saw you last in Chicago that you contemplated remaining there indefinitely. Possibly you will now become a regular Californian. I am afraid that the banking for the East will crop up from time to time, and I sincerely hope that we will have the pleasure of again seeing you in the East in the near future.

With kind regards to your good self and wishing you the compliments of the season, believe me to be,

Yours very truly,

(Signed) W. E. Gilmore

Vice-Pres. & Gen. Mgr.



*John  
Barnes*

*Battery, Piccadilly*

10, West Hill,  
Sydenham. London S. E.  
29th December 1905.

W. E. Gilmore Esq.,

Dear Sir,

Referring to the interview I had with you shortly before I sailed from New York, you will probably remember that one point under discussion was that of paying me a retaining fee of \$1000 per year, in exchange for which remuneration I would make a personal examination of the European markets with the object of purchasing Enamel steel jars, porcelain jars, zinc spelter, zinc dust, etc., at lower prices including duty and freight to New York than is now paid to domestic manufacturers, it being understood that I would be entitled to actual travelling expenses incurred by me. In addition to the above, I would write up any new Catalogues circulars and advertisements and also would advise the Battery Supplies Company on any point on which they might wish to have my opinion and would be willing to look after any business that they might wish to place in my hands.

I should be glad to know whether this plan is satisfactory to you, it being understood that any arrangement of this character could be terminable at the end of the year, in the event of the Battery Supplies Company desiring to take such course.

I hope that the business of the Battery Supplies Company is keeping up and that the contract of the International Harvester Co

-2-

for the year 1906 covering about 50,000 cells of Battery has been secured.

The high price of copper will break seriously into Mr. Schoenmehl's profits as he will now have to sell at cost, which he cannot afford to do, or else he will have to advance his price which will seriously work against him with the railroad. My own opinion is that it would be unwise for the Battery Supplies Co., or the Edison Manufacturing Co., to advance prices to railroads and large gas engine manufacturers at the present time, as if the present prices are maintained by both Companies, it will make it almost impossible for Schoenmehl to advance his prices, and the result will be that he will be obliged to sell at cost, which will not improve his financial standing, as if he raises his prices he will only cut his own throat.

Wishing you a happy and prosperous New Year,

I remain,

Yours truly,

*W. Gladstone*

**1905. Battery - Storage - General (D-05-03)**

This folder contains correspondence and other documents relating to the commercial and technical development of Edison's alkaline storage battery. Included are letters concerning the progress of Edison's battery work, the materials to be used, and the performance of cells. Also included is a trial balance for the Edison Storage Battery Co., dated July 31, 1905.

All of the documents have been selected.

THOMAS A. EDISON  
President

W. S. MALLORY  
Vice-President

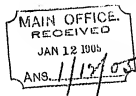
J. F. RANDOLPH  
Secretary-Treasurer

# EDISON STORAGE BATTERY Co.

## EDISON LABORATORY

Telephone, "Joy Orange"

ORANGE, NEW JERSEY Jan. 11, 1905



W. E. Gilmore, Esq.,  
Orange, N. J.

My dear Mr. Gilmore:--

Please note the enclosed expense account from Mr. Bee, which we have him turn in each week. Shall I continue approving them as heretofore?

I beg also to enclose a notice from the St. Louis Exposition, notifying us that we have been awarded a gold medal.

Yours very truly,

WSM/HMK.

Enc.

58



CABLE ADDRESS: GRAPHITE  
A.S. 2208, NY. BUENOS  
LIENAS CODE.

GRAND PRIX, PARIS, 1905.  
GOLD MEDALS, CHAMPA, 1905  
BUFFALO 1901.  
CHARLESTON, 1902

# INTERNATIONAL ACHESON GRAPHITE COMPANY.

MANUFACTURERS OF  
GRAPHITE AND PURE CARBON

E. O. ACHESON, PRES.  
A. W. HUGHES, VICE-PRES.  
C. F. HUNTLEY, TREAS.  
J. S. COLLIER, CH. MANUFACTURER.  
R. B. ELLMAN, SECY.  
C. W. COLE, ASST. SECY.  
H. L. LOCHHEAD, ASST. MGR.

ADDRESS ALL  
COMMUNICATIONS  
TO THE  
COMPANY

NIAGARA FALLS, N.Y., U.S.A. 1/12/05.

IN REPLYING KINDLY REFER TO OUR FILE NO. 449 A.

SUBJECT: ACHESON GRAPHITE ELECTRODES.

Mr. Thomas A. Edison,  
Orange, N. Y.

Dear Sir:-

*Answered March 13/05*  
*Say that so far I have been unable to make the graphite answer for my purpose*

We beg to acknowledge the receipt of your letter of Jan. 10th, and note that you have not as yet completed the tests upon the two samples of Acheson Graphite submitted. We desire to thank you for the courtesy of your reply and trust that you will find one or the other of the grades of Acheson Graphite you are testing wholly satisfactory for the work contemplated, and that you will be amply repaid for the trouble you are taking in investigating our products. We regret to state that we have no other form of Acheson Graphite which we think would interest you at the present time other than the grade of graphite manufactured from anthracite coal, which is much harder and more amorphous in character than the samples of Acheson Graphite marked "A Ske Lump" already submitted. Would you be interested in examining a hard graphite not possessing high lubricating qualities?

Awaiting your further reply with interest, we remain,

Yours very truly,

O-H.  
I M.

INTERNATIONAL ACHESON GRAPHITE COMPANY.

Battery  
TAKE  
Answered  
March 7-1906

Jan 20/06

2 WEST FIFTY-SECOND STREET

My dear Mr Edison

At my office to day  
I was informed that you  
had stopped work for the  
present in your Storage  
Battery plant - I think  
so, and what is the matter  
anything wrong in the  
Battery itself - that needs  
further alterations to make  
it effective? I wrote  
me in July 29<sup>th</sup> that you  
were "getting along all right"

and that in five weeks from  
that time you expected the  
new machinery for in-  
creasing output to 60000  
would be in operation -

When you conveniently  
can send me a few lines  
to post me as to the  
situation I shall ap-  
preciate it

Yours truly  
W. D. Lang

OVER

~~to~~ I ~~got~~ have  
about 250 trucks etc  
with our battery in  
now that have been  
running for part of year  
towards the end of  
the year I noticed a  
falling off in capacity  
+ I decided to stop  
selling any more  
until I found out  
the reason of this

I have now found out  
and think I shall be  
able to <sup>not only</sup> correct it  
but make the battery  
better than EVER.

3

Bathley -  
S. ann

Answered  
March 4 1905

21 February 1905

Paris.

Dear Mr. Edison.

\* First this all  
given to us by  
Mr. Dick July 1903.

The Laboratoire Centrale d'Electricité called me up on the phone this morning and reported that wishing to see in what state the cell <sup>no. I. 212.5 (New Plate)</sup> (N. 80 H. 1 (New Plate)) which underwent the 500 charges & discharges was after six months of rest they had tried to reload it, but found out in so doing that they had a short circuit, to remedy this they took the plates out & apart.

They then found out a certain quantity of metallic Mercury at the bottom, about the value of  $\frac{1}{4}$  of a cubic inch, Adhering to the pockets specially of the Iron pockets one could very distinctly see small globules of Mercury coming through the perforations.

I went this evening to see for myself & can only confirm the above statements.

As far as I could make out the short circuiting is due to pockets that have swollen too much. And I have a vague idea that you have already remedied this by increasing the distance between plates.

But I think best to draw your attention to this escaping of the Mercury as it might account for the difficiency of certain cells that you were looking into when I left America as I have not heard since from you if you had succeeded in getting to the cause.

Believe me sincerely yours.

C. M. Hadamard

ODW



[ON BACK OF PRECEDING PAGE]

IS REPRODUCED

We need too much money

the distance between people

has been made

at the same time

with the battery - it will be

very difficult to find out

one of the most important

of the most important

of the most important

of the most important

of the most important

of the most important

of the most important

of the most important

of the most important

of the most important

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of the most important

of the most important

*B. S. - gen*

NEW YORK, EXCHANGE BUILDING PITTSBURGH, FARMERS BANK BUILDING  
BOSTON, SEARS OF TRADE BUILDING

PILLING & CRANE  
IRON, STEEL, ORES, COAL, COKE  
GIRARD TRUST BUILDING  
BROAD & CHESTNUT STREETS  
PHILADELPHIA

March 3, 1905.

Mr. W. S. Mallory,

Orange, N. J.

Dear Sir :

We herewith enclose copy of letter from our Pittsburg  
office in reference to battery steel. Please advise us what reply  
we may make.

Yours very truly,

W.S.P.

ENCL.

*Pilling & Crane*

[ENCLOSURE]

*For*  
*Mr. Mallory*

Pittsburgh, Mar. 2, 1905.

Messrs. Pilling & Crane,  
Philadelphia, Pa.

Gentlemen:-

PILLING & CRANE,  
PHILADELPHIA  
RECEIVED  
MAR - 3 1905

The parties who have from time to time furnished us with samples of the thin stripped steel for the Battery Co. and who have gone to considerable trouble to rig up to experiment from time to time to get the steel exactly satisfactory, are after us to know whether there is any business in sight.

These people have excellent facilities and there is no question about their ability to make what is wanted when they learn just what the requirements are.

We have sent several samples to Orange and after learning wherein the earlier samples failed, we had made a large sample which we forwarded two or three months ago, believing that we had succeeded in making something that would be perfectly satisfactory.

We have never received any report from this sample - in fact, nothing in connection with the matter since, excepting your advice that owing to some other part of the battery requiring changes or something of this kind, nothing further

[ENCLOSURE]

P. & C....2.

would, for a time at least, be done in the stripped steel matter.

As our friends rigged up specially for making this material and are probably holding matters awaiting some decision from us, we would be glad to know what to say to them.

Yours truly,

GB. Hunt

Wch 71905-

Order one pair of Roll  
from Bussch costing  
\$225 ~~to~~ ~~to~~ ~~to~~  
ESB for the far  
specimens on battery  
flakes

Edison

Henry J. Bussch  
22 Grand  
Newark

Telegrams & Cables: "RANDOLPH, LONDON."  
Telephone No. 5050, HOLBORN.



Cable Codes Used: A.L., A.B.C., COMMERCIAL,  
LIEBEN'S AND HUNTING'S.

*Battery, Storage*

Thomas A.  
EDISON'S

Photographs,  
Gold Moulded  
Records,  
Projecting  
Kinetoscopes,  
Original Films,  
Battery Fan  
Motors,  
Edison-Primary  
Batteries,  
Bates and Edison Automatic Hand  
Numbering Machines.

EUROPEAN HEADQUARTERS  
OF THE

NATIONAL PHONOGRAPH CO. Ltd.

EDISON MANUFACTURING CO. Ltd.

25, Clerkenwell Road,

London, E.C.

March 22nd, 1905.

FACTORIES:

Orange, N.J.

U.S.A.

Berlin.

Paris.

Brussels.

IN REPLYING ADDRESS THE COMPANY NOT  
THE INDIVIDUAL AND MENTION THESE INITIALS

CCS/CID

W. B. Gilmore Esq., President,  
National Phonograph Co.,  
Orange, N. J., U. S. A.

Dear Mr. Gilmore,



I have taken the liberty of giving Mr. J.T. Musgrave who sailed a couple of days ago to America, a letter of introduction to you. Mr. Musgrave is Managing Director of the Wilkinson Sword Co of London, and is financially interested in a large number of other enterprises ~~there~~ in London. He is, I believe, about to interest himself in a new Motor Omnibus Co. that is to start here, and for that reason he is very much interested in the new Edison Storage Battery.

The gentleman bears a very high reputation here and I hope you will not think it out of place for me to give him a letter for you. He may call at the works during his visit and I am sure if you meet him you will agree that he is a very fine fellow. I know he would appreciate it immensely if you will kindly have someone take him through the works, particularly at Glen Ridge, for it may be that he could do the Battery interest in this country some good at a later date.

Thanking you most kindly in advance for any courtesy shown him

7  
N. P. Co. Ltd.

W. G. Gilmore Esq.

-2-

and with kindest regards, I remain,

Very respectfully yours,

A handwritten signature in cursive script, appearing to read "W. G. Gilmore".

Assistant Manager.

Telegrams & Cables: "RANDOMLY, LONDON."  
Telephone No. 5050, HOLBORN.

TRADE  
**Thomas A. Edison**  
MARK

Cable Codes Used: A.I., A.B.C., COMMERCIAL,  
LEEDER'S AND HUNTING'S.

**Thomas A.  
EDISON'S**

Photography,  
Gold Moulded  
Records,  
Projecting  
Kinetoscopes,  
Original Films,  
Battery Pan  
Monophs,  
Edison-Primary  
Batteries,  
Bates and Edison Automatic Hand  
Numbering Machines.

EUROPEAN HEADQUARTERS

OF THE

**NATIONAL PHONOGRAPH GO. Ltd.**

**EDISON MANUFACTURING GO. Ltd.**

25, Clerkenwell Road,

London, E.C.

20th April, 1905

FACTORIES:

Orange, N.J.

U.S.A.

+

Berlin.

+

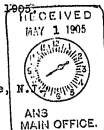
Paris.

+

Brussels.

IN REPLYING ADDRESS THE COMPANY NOT  
THE INDIVIDUAL AND MENTION THESE INITIALS.

W. E. Gilmore, Esq.,  
The Edison Storage Battery Co.  
Edison Laboratory, Orange, N.Y.



Dear Sir,

I am in receipt of your esteemed favour of the 6th instant  
and greatly appreciate your kindness in giving me information on  
the battery plant.

I also wish to thank you for your assurance that Mr. Musgrave  
will be well taken care of should he visit the works.

Very respectfully yours,

*W. E. Gilmore*



*Baldern Patent*  
RICHARD N. DYER  
FRANK L. DYER  
LEONARD H. DYER  
JOHN ROBERT TAYLOR

LAW OFFICES  
OF

**DYER & DYER**

SPECIALTY: PATENTS AND CORPORATIONS  
31 NASSAU STREET

CHIEF ADDRESS  
"VERDIEVE, NEW YORK,"  
TEL. NO. 2912 DUES.

NEW YORK, July 6, 1905.

John F. Randolph, Esq.,  
Edison Laboratory,  
Orange, N. J.

Dear Sir,-

I enclose five coupons for interest on bonds of Edison Storage Battery amounting to \$150. Kindly send me check for same.

Yours truly,

*Rich. N. Dyer*

RND/AL

Enclosure.

# EDISON STORAGE BATTERY CO.

Trial Balance		July 31, 1905.	
Dr.			Cr.
	Capital Stock		1,000,000.00
	First Mortgage Bonds		500,000.00
	Notes Payable (all discounts)		55,000.00
	Accounts Payable	Thos. A. Edison 386,614.13 N. J. & Penna C.W. 7,407.21 Other <u>2,985.69</u>	396,107.03
	Salaries, unpaid & unclaimed		271.73
1,009,342.15	Patents		
60,940.43	Real Estate & Bldgs. Glen Ridge		
152,469.74	Machinery & Tools, Glen Ridge		
2,422.32	Machinery & Tools, Orange		
324.55	Orange Plant		
1,200.85	Patterns		
4,557.36	Plans		
57,493.82	Stores, Glen Ridge		
138,363.02	Edison Chem. Works		
191,106.64	Product ( Manfg. & Mfg. Expse over sales 194,207.41 ( less gain on Bergmann order 3,100.77) ( 191,106.64)		
8,000.00	Mining Exploration Co. Subscription		
5,180.74	Cash in bank		
135.01	Orange Petty Cash		
22.69	Glen Ridge Petty Cash		
636.66	Auto Charging Station Orange		
1,007.54	Motor Cycle		
9,950.72	Prospecting		
1,643,174.24	Carried forward		1,951,378.76

1,643.174.24	Brought Forward	1,951,378.76
2,021.75	Organization Expenses	
163,817.31	Experimental	
10,830.27	Insurance	
2,610.40	Taxes	
84,508.15	Bond Interest	
10,970.20	Interest & Discount	
632.54	N. Y. Auto Shows	
32.38	Chicago Exhibit	
1,755.06	St. Louis Exhibit	
231.25	St. Louis Fch. Furniture	
566.67	Rent, Silver Lake	
26,242.15	General Expense (Orange Office, Selling & Shipping, ) (Advertising etc.)	
<u>3,886.39</u>	Accounts Receivable	
1,951,378.76		1,951,378.76

[ON BACK OF PRECEDING PAGE]

1951, 1952, 1953

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1951, 1952, 1953



5

Mr. Randolph:

Battery, St.

Assuming that you have the policies of the Storage Battery Co., I would like to know what you think of this proposition? The fact that it will not be effective until Oct. 1st will allow it to remain open for a little while yet, but I wish you would get out any papers you have so that we can discuss it the next time I see you.

8/31/65.  
Enc-C

W.E.G.

THOMAS A. EDISON  
President

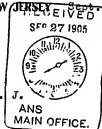
W. S. MALLORY  
Vice-President

I. F. RANDOLPH  
Secretary-Treasurer

## EDISON STORAGE BATTERY CO.

Telephone, 76 Bloomfield

GLEN RIDGE, NEW JERSEY, Sept. 26, 1905.



Mr. W. E. Gilmore, General Manager,  
Edison Storage Battery Co., Orange, N. J.  
Dear Sir:-

Replying to yours of the 21st inst. would state that in reference to a set of batteries for Mr. Gustava Jay of Newark, no one here seems to know anything about this matter. Certainly no one in this office has ever promised to loan Mr. Jay a set of batteries for any purpose. We are returning his letter as requested.

Referring to your inquiry in regard to letter written to Mr. Jas. I. Brady, would say that we are enclosing herewith his letter, together with a copy of our reply to same. I held this letter up until Sept. 14th in order that I might receive instructions from you regarding the status of the battery in Canada, and you will note that I have replied to Mr. Brady accordingly.

Yours very truly,

*W. S. Mallory*

Mr. Whiting was obliged to  
return the above  
letter to Mr. Brady.

Enc.

[ATTACHMENT]

LEOPOLD JAY

L. D. PHONE 906

GUSTAVE JAY

JAY BROS.  
MEN'S - OUTFITTERS  
85 & 87 MARKET ST.



Edison Manufacturing Co.,  
West Orange, N. J.

Gentlemen:-

It has been mentioned to the Decorating and Illuminating Committee of the Halloween celebration, than you have agreed to loan us batteries to illuminate our floats for that occasion. If this is so will you kindly let us know at once, so as we can proceed accordingly. The same will have mention in our souvineere programme. We are very anxious to make this affair a success, and need the assistance of all those who are willing to give it.

Kindly address answer to, Mr. J. H. Mackey, Chairman Decorating and Illumination Committee, 828 Broad St. City.

Hoping to hear from you at once, I am,

Yours very truly,

Gustave Jay  
Secy.



*Mr Mackey  
nothing of this  
Gustave Jay*

[ATTACHMENT]

# New York Life Insurance Company.

366 & 348 BROADWAY, NEW YORK, U. S. A.

*John S. McCull, President.*

THE GREAT INTERNATIONAL LIFE INSURANCE COMPANY.

MONTREAL BRANCH, PLACE D'ARMES.



G. F. JOHNSON,  
Superintendent.



TELEPHONE, MONT. 4374  
CABLE ADDRESS, N.Y.L.I.C.

MONTREAL, Aug. 28th., 1905.

Messrs. The Edison Electric Mfg. Co.,  
ANSY, Orange, N. J.

Gentlemen:-

While in the employ of the Royal Electric Co. and recently with the Montreal Light, Heat & Power Co., I have followed with interest your endeavors to place an efficient storage battery on the market, and sincerely pleased to learn of your successful efforts in this respect.

I will thank you to give me details of your recent battery as it is my intention to make a specialty of dry and storage batteries for domestic and commercial purposes. I am not at liberty to go into details at present but will outline my proposition as soon as I am in receipt of information asked.

Thanking you in advance,

Respectfully yours,

*James Brady*

*Brady*



[ATTACHMENT]

Montreal, Sept. 12th., 1905.

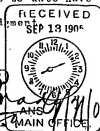
Gentlemen:-

On Aug. 28th., I wrote you re storage battery recently patented but to date have not had the favor of an acknowledgment.

Awaiting your reply,

YOURS VERY TRULY,

*Wm. J. ...*  
% New York City, N.Y.



[ATTACHMENT]

CANADA POST CARD

THE ADDRESS TO BE WRITTEN ON THE BACK

1905



Messrs. The Edison Elec. Mfg. Co.

ORANGE, N. J.

U.S.A.

[ATTACHMENT]

Sept. 14, 1905

Mr. Jas. J. Brady,

N. Y. Life Insurance Co., Place D'Armes, Montreal, Canada.

Dear Sir:-

Replying to yours of the 28th ultimo, would state that arrangements have not as yet been completed for the sale of the Edison storage battery in Canada, so that at present we are unable to quote prices as requested. As soon however as this matter is settled, we shall be very glad to take it up further with you.

Yours very truly,

Edison Storage Battery Co.

[ATTACHMENT]

THOMAS A. EDISON,  
PRESIDENT.

W. S. MALLORY,  
VICE-PRESIDENT.

J. F. RANDOLPH,  
SECRETARY - TREASURER.

## EDISON STORAGE BATTERY CO.,

EDISON LABORATORY,

TELEPHONE "907 ORANGE."

ORANGE, NEW JERSEY, Sept. 21, 1905.

A. H. Whiting, Esq.,

SEP 22 1905

Glen Ridge, N. J.

Dear Sir:

Referring to the attached, if you have a letter from this man dated August 28th I wish you would return it to me with a copy of your reply, if any.

For your information I will say that this company has nothing whatever to do with Canada. Canada will be handled as a separate institution pure and simple.

Mr. Gilmore was obliged to leave before signing the above letter dictated by him.

Yours very truly,

*W. E. Gilmore*  
General Manager.

WEG/IWW

Enc- Postal of J. I. Brady.

Mr. J. F. Randolph.

Battery St.

Referring to the attached bill, will you kindly  
of Edison Storage Battery Co.,  
let me have a check for \$29.29, covering 25% of entire cost for Show  
of Automobile Club of America, so that I can send it in to them, together  
with the contract.

11/22/05.

W. E. G.

Mr. Edwin

They want side insulators  
for test cells, there is  
no rubber in stock  
shall I order any sheet.

good

No the rubber we  
have been using  
is not Rogers has  
ordered some good  
rubber sheets for  
making them - go for  
Rogers to get quick  
delivery. S

**1905. Battery - Storage - Foreign - General (D-05-04)**

This folder contains correspondence and other documents relating to the patenting, manufacture, and sale of Edison storage batteries in countries other than the United States, Canada, and Germany. Most of the correspondence pertains to negotiations with Morgan, Harjes & Co. in Paris and J. P. Morgan & Co. in New York in regard to the manufacture and commercial exploitation of the battery in France and Britain. Also included are letters between Edison and Herman E. Dick concerning foreign agencies and royalties and correspondence between Edison and the British engineer, H. F. Parshall, regarding the technical development and applications of the battery.

Approximately 90 percent of the documents have been selected. Among the items not selected are undated drafts and digests of the French agreement and documents that duplicate information in selected material.

*Coudert Brothers,*  
*Counsellors at Law,*  
*71 Broadway,*

PAUL F. COUDERT,  
JAMES H. BROWN,  
JOHN F. HENRY,  
EDWARD S. SCHULTZ,  
JOSEPH TRACY HILLMAN.

Washington, D.C. Ford Building,  
Paris, 33 Boulevard Haussmann  
Newark, New Jersey 22,  
Mexico, 28 Calle Poserio.

BENJAMIN F. TRACY,  
COUNSEL.

*New York.*

January 3rd, 1905

Thomas A. Edison, Esq.,

No. 83 Chambers Street, City.

Dear Sir:

We beg to transmit to you herewith copy of an agreement made the 11th day of September, 1903, between H. E. Dick and John H. Harjes.

We are instructed by Mr. Harjes, who is the senior member of the firm of Morgan, Harjes & Company, of Paris, to give you notice of the terms of this agreement and request you at the same time not to pay any moneys or deliver any securities to Mr. Dick until the claims of Mr. Harjes under the said agreement are settled. Will you kindly acknowledge the receipt of this letter and copy of the enclosed agreement, and advise us at the same time what moneys or securities, if any, you now have in your possession belonging to Mr. Dick, which would be covered by the agreement between Mr. Dick and Mr. Harjes.

Yours respectfully,

*Coudert Brothers*

Enc.



[ENCLOSURE]

(Copy)

AGREEMENT entered into this september 11th, 1903, between H. E. Dick and John H. Harjes, as follows, namely, Mr. H.E. Dick, sells to John H. Harjes, five per cent of the gross amount of whatever amount of cash or equivalent of cash and shares comes to Thomas Edison and his friends, of the total amount created in any company formed in any country of Europe for the exploitations of the Edison Electric battery lately invested, including all subsequent additions and or improvements.

The equivalent in full for said sale of five per cent is a payment of six thousand (6,000) Pounds Sterling by John H. Harjes to H. E. Dick. For instance, if in England the company is formed with a capital in shares of £250,000 Sterling and debentures of £150,000 sterling which latter (Debentures) have to be paid for in cash, and of which formation Mr. Edison and his friends would receive £50,000 sterling in cash and £175,000 sterling in shares.

John Harjes is to receive as his share of five per cent of the £50,000 cash say £2,500 in cash and £175,000 shares say £8,750 in shares.

And a similar five per cent comes to John H. Harjes from the amount of cash or other securities equivalent to cash and the amount of shares that shall be created in any country of Europe for the exploitation of the said Edison Electric battery.

Done at Houlgate--Beuzeval, (Calvados) France, this 11th day of September, 1903.

Signed in presence of

C. Waddington  
Felix Beguin.

Signed H.E.Dick  
Signed John H. Harjes.

*Bellevue  
Jensen*

*Coudert Brothers,  
Counselors at Law  
74 Broadway,  
New York.*

*Answered  
Jan 12/05*

PAUL FULLER,  
PRESIDENT & TREASURER,  
LORENZO SCHWAB,  
CHIEF OF WORKS,  
EDWARD TRAVEL & KIDSBURG.

Washington, D.C. Bond Building,  
Fourth Floor, Room 405.  
Reception, American Bldg.,  
Sixth Floor, Sixth Avenue.

BENJAMIN F. TRACY,  
COUNSEL.

January 5, 1905.

Thomas A. Edison, Esq.,

Orange,

N. J.

*Say that I have paid  
no money on account so far  
Edison*

Dear Sir:

We thank you for your letter of January 4th in reference to the contract between Mr. Dick and Mr. Harjes. Will you kindly retain the enclosed copy of the agreement of September 11th for your information? and we would thank you if at your convenience you would advise us if you have any money or securities belonging to Mr. Dick which would be covered by this contract.

Very sincerely yours,

*Coudert Brothers*

C. 6

*H. P. Parshall, M. Inst. C.E.*  
*Consulting Engineer.*

TELEGRAMS - PARSHALLITE, LONDON.  
TELEPHONE - 201 LONDON WALL.

*Salisbury House,*  
*London Wall,*  
*London, E.C.*

Please quote B.

January 6th, 1905

T. A. Edison Esq.,  
Orange,  
NEW JERSEY.

*Not*

Dear Mr. Edison,

Referring to our conversation, in which you proposed to have me act as your nominee in countries outside Germany and the United States, on the basis of my receiving 10 per cent. of the profits, I would like to have you keep Germany in suspense, since it seems to me that the business there is likely to go on very much faster than in other countries, and I would like to be able to take advantage of the results of Germany. I do not think I would have any difficulty in getting out of Mr. Bergmann, at any rate, if you would leave Germany open, whenever Mr. Bergmann has so far progressed with the work that I can profitably go over there, I would do so, and you could forgo your final decision then as to whether I should represent you in Germany. On the basis that I can get on as well with Bergmann as the rest of the world, it seems a pity to have the business split up. For this reason I suggest that you leave the matter open until there are further developments.

Yours faithfully,

*H. P. Parshall*

*H. P. Marshall, M. Inst. C.E.*  
*Consulting Engineer.*

TELEGRAMS - PARSHALITE, LONDON.  
TELEPHONE - 201 LONDON WALL.

*Salisbury House,*  
*London Wall,*  
*London, E.C.*

*Please quote* B.

January 6th, 1905

T. A. Edison, Esq.,  
Orange,  
NEW JERSEY,

*Wm*

Dear Mr. Edison,

When I was in the United States, we frequently discussed the proper design of an electrical equipment for Automobiles. Since my return here I have been examining the different designs of motors which have been in use, and it seems to me that up till now comparatively little intelligence has been exercised. Most of the motor characteristics look as though they had been designed to work off a Central Station dynamo rather than a Storage Battery. One type of equipment, of which there are several hundreds in use, is so designed that when the motor is run at half speed in series the efficiency is half of that in the parallel position, so that the energy intake from a battery is the same and there has been no advantage whatever in series paralleling. After considering the characteristics of all the different machines, I have reached the conclusion that the best results can be obtained with a single motor outfit, the motor being designed so as to get the lowest possible internal resistance. The motors, as they have been designed, have had a low efficiency at the heavy overloads to which they are subject. A comparatively small increase in weight would bring the efficiency up so that the drain on the battery would be greatly lessened.

T. A. Edison Esq.,

-2-

January 6th, 1905

Another point is that the motors so far used have been plain series wound. Supposing a motor is properly magnetized at normal load, it would have sixteen times the energy loss in the field magnets at four times the load, whereas the magnetization would not be materially increased and if the motor were properly designed no increase would be necessary. Further to meet this very heavy current in the field magnets, an undue amount of copper has to be used. I am suggesting that the field magnet circuit be separately excited, say from four to six cells. In starting, full field strength can be put on. After the motor has reached its top speed, with the initial magnetization, the speed could be increased by putting a resistance in the exciting circuit. This change would increase the efficiency of the motor at heavy load and would diminish the weight somewhat and the motor could be used regenerative going down hill in case it is so desired.

As regards driving for ordinary powers, the only way that recommends itself to me is a simple chain drive for the smaller motors, with differential gearing and live axle. This differential gearing, of course, does very little work. At the same time experience is pretty clear that the tyres will last very much longer with the differential gear and that the gear itself properly constructed will last indefinitely. The motor which I have been laying out runs at about 700 revolutions and the reduction is  $5\frac{1}{2}$  to 1, which condition is well within the limits of good chain driving practice. The chain should be enclosed the same as a bicycle chain. With this chain drive the motor would, of course, be mounted up in the frame of the vehicle out of the dust and dirt. So much for what I consider to be a good electrical outfit for a motor carriage.

T. A. Edison Esq.,

-3-

January 6th, 1905

Regarding the last batch of cells which came over, none of them have leaked so far. I have six of them in my laboratory and with the exception of one, they all appear to be first class. This one has swollen out at the sides and keeps on gasing. I cannot make out just what has happened. It almost looks as though the active material had been put in the pockets under hydraulic pressure.

Yours faithfully,

A handwritten signature in dark ink, appearing to read "H. P. Rowland". The signature is fluid and cursive, with the first name "H" being particularly large and stylized.

*sure, England*  
E

J.P. MORGAN & CO.  
38th St Corner Broad.  
New York.  
J.P. MORGAN & CO.  
Philadelphia.  
MORGAN, HAMPDEN & CO.  
Pitts.

*Answered by  
Chas. Jan 10/05  
New York.*

January 9, 1905.

Thomas A. Edison, Esq.,  
Orange, N.J.

Dear Sir:

Referring to your letter of November 10th, 1904, addressed to Messrs. J.S.Morgan & Co., London, in regard to the financing of a Company to be formed in England for the exploitation of your Storage Battery in that country, and more especially to the request in said letter that they should let you know in sixty days from the date thereof if the proposition contained therein meets with their approval, - we now beg to confirm on behalf of Messrs. J.S.Morgan & Co., the agreement reached between you and our Mr. Morgan over the telephone today, that you will allow Messrs. J.S.Morgan & Co., an additional month from this date in which to let you know whether this proposition meets with their approval.

Please send us a letter addressed to Messrs. J.S.Morgan & Co., confirming that you have granted them this additional time in which to let you know whether this proposition meets with their approval, and also kindly obtain from Mr.H.E.Dick his consent in writing to this extension.

Yours very truly,

*J.P. Morgan*

TELEGRAMS:- PARSHALITE, LONDON.  
TELEPHONE:- 301 LONDON WALL.

Salisbury House,  
London Wall.  
London, E.C.

*Plasma guide* B. 814/5

January 9th, 1905

Thomas A. Edison Esq.,  
Orange,  
NEW JERSEY.

Dear Mr. Edison.

I am pleased to receive your letter of the 28th ulto., also to note that you are meding with success in the walding of the cans. I do not see why these heavier cans should not get over the difficulty. When you have made sure as to the cause of the loss of capacity, I should be very much interested to know to what it is due. While my knowledge of chemistry is not very profound, after studying the matter with such means as I have at hand, I have reached the conclusion, for the time being that the trouble is mechanical as opposed to chemical.

Regarding Messrs. Morgan, Harjes new proposition, I may say that the copy of the letter which you showed me in the Laboratory did not create a favourable impression on my mind. It seemed to be drafted with a view to committing you, in some way, into an arrangement made with Dick. Looking at the matter from Dick's point of view, the letter did not seem to indicate any breadth of mind on the part of Mr. Harjes, since, after he had made the best possible bargain with you, leaving in the business as little as possible for Dick, he was still after his full pound of flesh. I should have thought that



Thomas A. Edison, Esq.,

-2-

January 9th, 1905

after he had taken up negotiations with you direct, he would relinquish the idea of making such strenuous demands on Dick to carry out his original agreement. I have no great sympathy with Dick in entering into this kind of agreement. At the same time the general trend of Messrs. Morgan, Harjes' letter did not convey to me an impression of fair dealing. I hope you have written Mr. Harjes disclaiming any responsibility for any agreement they may have entered into with Mr. Dick.

Yours faithfully,

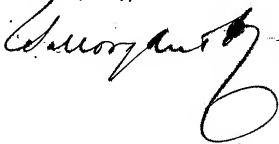
New York, January 10, 1905.

THOMAS A. EDISON, ESQ.,

Dear Sir:

Referring to the offer contained in the communication which under date of November 10, 1904, was addressed to us by you, with the concurrence of Mr. H.R.Dick, in regard to the financing of a company in England for the exploitation of your storage battery, we have to advise you, as requested in the last paragraph of your communication, as already we have advised you personally by telephone, that your proposition meets with our approval and we are prepared to enter into a contract with you upon the lines of your proposition.

Yours very truly,

A large, stylized handwritten signature, likely of J. P. Morgan, is written over the typed name "J. P. Morgan". The signature is in dark ink and features a prominent, looping flourish at the end.

*Address "Edison, New York"*



*From the Laboratory  
Thomas A. Edison.*

*Subject, \_\_\_\_\_*

*Orange, N.J. Jan. 16, 1905.*

Herman E. Dick, Esq.,  
Present.

Dear Sir:-

Now that I have succeeded definitely in starting a German company for the exploitation of my storage battery in Germany, have concluded arrangements for forming an English company for exploiting the same in England, and shall probably conclude the necessary arrangements for starting a French company for handling the battery in France, all of which has been done with your approval, it is necessary in my opinion, that there should be an understanding between us as to the possible exploitation of the battery in other foreign countries, except North and South America. I believe that with prosperous companies started and operating in England, France and Germany, the entire foreign demand can be most adequately met by one or more of those companies, since, the North and South American trade can be supplied by the U.S. company. In fact, I think it would be undesirable to start any more foreign companies and I believe, therefore, that I should be free to make arrangements by which the

No. 2 - H.E.D.

demand for batteries throughout the world (except in North and South America) can be supplied by either one or more of the three foreign companies referred to, as may be best able to furnish the same. It may, of course, be necessary, in order to comply with the patent laws of some of these foreign countries, to manufacture batteries to a nominal extent, but I believe that the bulk of the demand should be supplied by one or more of the three main foreign companies. I would undoubtedly be able to make more satisfactory terms for handling this business than any one else, and since you are largely interested in all of the three main foreign companies, you would of course benefit by any additional business that such companies might do in other countries outside of their own territories. Therefore, in order that our understanding on this point may be put in writing, I will be obliged if you will sign the subscribed consent, agreeing that all future negotiations for foreign countries shall be left entirely to me, based on the above proposition that any foreign business (outside of England, Germany and France) shall be handled by one or more of the companies in England, Germany and France.

Yours very truly,

*Thomas A. Edison*

I have carefully read the above proposition and consent to the same, agreeing to leave all future negotiations for foreign countries entirely to Mr. Edison.

*Witness the signatures  
of Mr. Edison and Mr. Allen  
Stewart T. Allen*

*H. E. D.*

*Call Address "Edison, New York."*

*From the Laboratory  
of  
Thomas A. Edison.*

*Subject, \_\_\_\_\_*

*Orange, N.J.* Jan. 16, 1905.

Herman E. Dick, Esq.,

Present.

Dear Sir:-

Supplementing my letter to you of today, it occurs to me that in Japan, Australia and possibly other countries, it might be found desirable to supply the demand for storage batteries by manufacture in the United States. I should therefore, like to have you consent to this being done, the understanding being that for all batteries so manufactured in the United States for foreign countries, you shall receive a royalty per cell equal to the maximum royalty per cell received by you in any foreign country.

Yours very truly,

*Thomas A. Edison*

I consent to the above on the understanding stated.

*Witness the signatures  
of Mr. Edison & Mr. Dick  
Frank L. Rice*

*H. E. Dick*

*Ans*

*H. F. Marshall, M. Inst. C.E.*  
*Consulting Engineer.*

TELEGRAMS - PARREHALITE, LONDON.  
TELEPHONE - 331 LONDON WALL.

*Salisbury House.*  
*London Wall.*  
*London, E.C.*

*Please quote B.*

January 17th, 1905

*a*  
T. S. Edison Esq.,  
Orange,  
NEW JERSEY.

Dear Mr. Edison,

Mr. Alexander Wallace, the Deputy Manager of the Bank of England, has called on me regarding two electric automobiles that he has been asked, through his Indian firm, to supply to the King of Siam. He is desirous of using the Edison battery on these automobiles. It will take from three to four months to make the cars, and for this reason I told him that the Edison battery was within the range of possibility.

I suppose about 60 E.27 cells will be required for each vehicle, and in the event of your wishing to supply them, will you kindly advise me as to when they could be delivered, and also as to the price.

Yours faithfully,

*H. F. Marshall*

P.S. A Mr. Stewart, a colleague of Mr. Dick's, has arrived in England, and says that Mr. Dick is shortly following him here.

S.E.  
*H. F. Parrshall, M. Inst. C.E.*  
*Consulting Engineer.*

TELEGRAMS - PARRSHALLITE, LONDON.  
TELEPHONE - 301 LONDON WALL.

*Salisbury House.*  
*London Wall.*  
*London, E.C.*

*Please quote* B.

January 17th, 1905

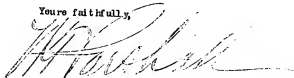
T. A. Edison Esq.,  
Orange,  
NEW JERSEY.

Dear Mr. Edison,

On page 61 of Text Book on Electro Chemistry by Arrhenius, the results of some experiments by Sir William Ramsay with mercury alloys are given. His general results with a considerable number of metals agree with the atomic weights. For potassium, calcium and barium, the results, for some reason which has not yet been explained, were very much lower.

I do not know that this phenomenon has the slightest bearing on the action of your battery. At the same time I thought it would be worth while to bring it to your attention that the chemical action between mercury and potassium does not appear to follow the ordinary rule.

Yours faithfully,



Adresse Télégraphique H&JES-PARIS

*By Air - Foreign*

MORGAN, HARJES & CO  
PARIS

J. P. MORGAN & CO  
New York

DREXEL & CO  
Philadelphia

*37, Boulevard Krudsmann*

*Paris 27 Jan. 1905*

*Holmes*  
Thomas A. Edison, Esq.,

Orange, N. J.,

Dear Sir,

We beg to acknowledge receipt of your letter of Jan. 16th. in regard to the formation of a company here. We take note of what you write therein & hope to reply shortly to the various points which you raise.

We are,

Yours faithfully,

*Morgan & Co.*



Bellamy - England

W. T. Parrishall, M. Inst. C.E.  
Consulting Engineer.

TELEGRAMS - PARRISHALLITE, LONDON.  
TELEPHONE - 301 LONDON WALL.

Salisbury House.  
London Wall.  
London. E.C.

Reference B. 2164/5

February 6th, 1905

T. A. Edison Esq.,  
Orange,  
NEW JERSEY.

W. T. Parrishall

Dear Mr. Edison,

Mr. Blackwell, on his return, brought me a signed photograph of your good self, for which please accept my best thanks.

I read with great concern that you had undergone an operation, and sincerely trust that everything has gone on to your complete satisfaction.

Regarding the battery, I have not done very much, but what I have done leads me to the conclusion that there is nothing wrong with the chemistry of the battery. It has stood such long and severe tests that it cannot be regarded as being sensitive. I am satisfied that the iron and nickel compounds are perfectly stable. I think the same applies to the potash. I say "I think" in this case, because I have found potash to be extremely difficult to investigate with the means which I have at my command. The general opinion I have reached is, that where cells fall off in capacity there is some mechanical cause, as a result of which the material in the pockets gets out of contact and remains undischarged. I do not think there is much doubt that the material gets charged up, but at the low discharge voltage, any loss of contact would put the material

T. A. Edison Esq.,

-2-

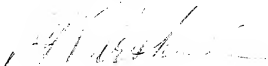
February 6th, 1905

out of work. With all deference to your superior knowledge, I cannot but feel that nearly the whole problem now to be solved is mechanical in nature.

Trusting this letter will find you fully restored to health,

I remain,

Faithfully yours,

A handwritten signature in dark ink, appearing to read "J. P. Morgan", is written over the typed name "J. P. Morgan". The signature is fluid and cursive, with a large initial "J" and a long, sweeping underline.

51, BOULEVARD HAUSMANN,

PARIS.

Feb. 7<sup>th</sup> 1905

My dear Mr. Widener,

What you write me in yours of Aug 16<sup>th</sup> about Patents, was very welcome news indeed. -

Whatever objections or preferences you mentioned in your letter to the firm of the same date, we have tried our utmost to satisfy you on all points as far as French laws or French peculiarities allow and with those little exceptions, which I shall mention presently, the new Statute for the formation of the Company, covers, I think, every point you wished to be done. -

And that was our intention to our Notary (a very big fish here in France, a Government official, through whose hands the legal status of all similar Companies, has to pass and who also acts as legal adviser) whom we gave a French translation of your letter. -

To be better able for you to judge of the final result of the whole Statute for the formation of the Company, as now contemplated, we thought best to add an English translation, which is as near correct as we could make it i.e. conveying the proper meaning, and not translating word for word.

The exceptions to which I have just referred, relate as

second sheet  
L.T. & Co. Paris

51, BOULEVARD HAUSMANN,

PARIS, July 7<sup>th</sup> 1905.

N<sup>o</sup> 1. to the incorporators,

It would not be well, here in France, for us as bankers, to play the part of promoters, and our object is that while our firm or their respective partners will subscribe the great majority of the stock, we will wish to take in at the first start some others, whose answers could be of effective benefit to the company and to do that you ought to incorporate the company, which is purely a matter of form, besides you know well whom you are dealing.

N<sup>o</sup> 2. To commence with a capital of but £1,000,000 - will make it easier for securing subscribers to cover the point of the

limitation of the company, after incurring a loss of 1/4 £. - Not likely that that will occur, besides the provision is made for increasing the capital as required for proper development.

N<sup>o</sup> 3. The creation of a Société Civile is for the sole purpose of providing the means for any change, if such should become advisable. - As however the voting power in the Soc. Civile is vested exclusively in the holders of the founder shares and you have three kinds of them, nothing can be done without your previous consent, besides your name has been put in as sole Administration of the Soc. Civile, so there is no risk whatever on your part. - Now let us hear your views as soon as possible, so that we can go ahead. -

I am, Sir, very truly,  
Yours faithfully,  
L.T. & Co.  
Paris

P.T.O.

P.S. In my letter of Dec 6<sup>th</sup>  
I mentioned that we had  
our eye on a Mr. Boy de la  
Tour as possible Head  
Manager of the factory's  
work. - Please, peruse  
that part of my letter  
and let me have your  
views, how the idea may  
please you, considering the  
books on electricity, also  
my suggestion as to sending  
him (or any other man) to  
you for a month or two  
to study ahead on the spot.

He has disappointed me  
personally. I dare say if we  
wanted him, he would have  
to give three months notice when  
he runs in (at the Times Hotel)  
before we could get him.

I think Mr. Dickson knows him.

Bethley, England

H. F. Marshall, M. Inst. C.E.  
Consulting Engineer.

TELEGRAMS - PARERHALITE, LONDON.  
TELEPHONE - 301 LONDON WALL.

Salisbury House,  
London Wall,  
London, E.C.

Please quote: B.

February 7th, 1905

T. A. Edison Esq.  
Orange,  
NEW JERSEY.

Dear Mr. Edison,

The 64 cells which you sent over some months ago for Mr. Wallace's Car have now been tried, and appear to me to be very satisfactory. The 64 cells discharged to 64 volts, that is an average of 1 volt each, give 250 amperes output; none of them are leaking and everything about them appears to be all right.

Having regard to the importance of this outfit, I asked Mr. Wallace to allow me to test his Car before it was taken over, and fortunately so, since I find the amount of power required to propel the Car is doubled owing to the defective assembly of the gearing arrangements. Further, the steering apparatus dropped to pieces in the streets and the braking arrangements are decidedly primitive.

I have discussed with a number of automobile manufacturers, the propriety of getting up a decent electrical chassis. As yet, however, I have not made any great progress. The people that are in this line of business seem to have extremely meagre mechanical knowledge.

T. A. Edison Esq.,

-2-

February 7th, 1905

I should say that one of your batteries, properly looked after, would wear out four of the best form of electrical vehicles yet devised. The weak point in practically every case is with the gearing. In the present case, where it takes but 50 amperes to drive the Car on the level, it takes 30 amperes to drive the wheels and gears with the car jacked up.

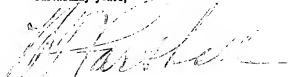
Mr. White, your representative over here, I believe has complained about his batteries. I think, however, his electrical outfit is not much good.

I do not think it worth while your sending any more cells over here until there is a suitable organisation for looking after them. The battery is all right when it receives a small amount of intelligent attention. Treated as an orchid, however, it is likely to fall off in output.

Trusting you are well,

I remain,

Faithfully yours,

A handwritten signature in dark ink, appearing to read 'T. A. Edison', written in a cursive style.

MORGAN, HARJES & C<sup>ie</sup>

PARIS

J. P. MORGAN & C<sup>ie</sup>

New York

DREXEL & C<sup>ie</sup>

Philadelphia

*31, Boulevard Haussmann*

Translation

*Paris* 7 Feb. 1905

Thomas A. Edison, Esq.,  
Orange, N. J.,

Dear Sir,

We have received your letter of Jan. 16th. & after carefully examining your objections to several of the counter-propositions contained in ours of Dec. 6th. we would say that we do not wish to press them except as regards certain modifications to some of which you already agree in your letter above-mentioned & others that we consider necessary in view of the French laws which require for the creation of all companies an incorporator or founder assigning to the company certain rights in exchange for which he receives a share in the profits. Under the present circumstances such founder can only, we believe, be yourself or representative. It is also expedient, to save paying extra taxes of 2.50% during the existence of the company on the 50% of net profits attributed to you & during the lifetime of the patents on royalties to be paid you, that the contracts stipulating your rights & intercourse with the company should be inserted in the byelaws & to obtain same that you should assign to said company the rights & license for the exploitation of your patents, the ownership of which shall be expressly reserved to you. As a matter of fact no tax is levied on whatever the incorporator receives in exchange for his assignment.

Adresse Télégraphique: HARJES-PARIS



MORGAN, HAJES & C<sup>o</sup>  
PARIS  
J. F. MORGAN & C<sup>o</sup>  
New-York  
DREXEL & C<sup>o</sup>  
Philadelphia

31, Boulevard Haussmann

Translation

2.

Paris T. A. Edison  
7. 2. '05

To allow you to see for yourself that the terms of your contract with the company are respected & guaranteed we send you a copy of the statutes of the company to be formed for the exploitation of your patents referring to your electric accumulator.

Below we give a resumé of the chief points of the statutes which would have to be deposited under notarial seal by your representative as it is indispensable that you participate in the company to avoid the registration taxes mentioned above.

Article I concerns the formation of the company, its object, seat & duration.

The company will bear the name of the "Société Anonyme des Accumulateurs Edison"(2).

Its object is the exploitation in France, her Colonies & Protectorates of your patents already taken out & to be taken out in connection with your accumulator or the means of manufacturing same, the manufacture & sale of said accumulator(3).

The headquarters of the company will be at Paris(4).

The duration of the company is limited to 30 years(5).

In Article II is indicated clearly what it is that you assign to the company, the creation of Founders' Shares (Parts de Fondateur) & the capital.

Under Section 6 you transfer to the company whilst

MORGAN, HARJES & C<sup>ie</sup>  
PARIS

J. P. MORGAN & C<sup>o</sup>  
New York

DREXEL & C<sup>o</sup>  
Philadelphia

Translation

31, Boulevard Haussmann

3.

T. A. Edison  
*Paris* T. R. 105

expressly retaining the ownership thereof:

All rights & license to manufacture under the patents that you have had granted & that are indicated in the statutes(6):

All additional patents or improvements that you may make or that may be made by your collaborators in respect of the accumulator or the manufacture of same.

It is especially stipulated that the company is to profit by all additional patents granted you or improvements concerning the accumulator or the means of manufacturing it. That you will gratuitously inform the company of all improvements which may be discovered or come to the knowledge of yourself or your collaborators or your licensees in other countries. That you will furnish at cost designs drawings & models of all improvements in the machines for manufacturing the accumulator or the accumulator itself. That the company can only manufacture & sell your accumulator & that it can neither let out on hire or sell for exportation without your consent. That in case of failure to comply with these conditions or to pay the royalties under the terms mentioned in the statutes as also in the event of the company becoming insolvent or being liquidated you would recover full right of disposing of your patents.

Your assignment is made to the company:

A. On condition that the company shall pay you during the life of the patents a royalty of Frs.3 (about 60 cents) on each stan-

Adresse Télégraphique: HARJES-PARIS

MORGAN, HARJES & C<sup>ie</sup>  
PARIS

J. P. MORGAN & C<sup>o</sup>  
New-York  
DREXEL & C<sup>o</sup>  
Philadelphia

31, Boulevard Haussmann

Translation

4.

T. A. Edison  
Paris, 7. 2. 104

dard cell of 18 plates, (24 pockets per plate), & a proportional royalty on the same basis on all other cells manufactured. To allow you an easy means of control it is stipulated that each cell shall carry a special number & that you will have the right personally or through your representative of examining the books concerning the manufacture.

These royalties shall be reduced by one-half should the profits not permit of the distribution of the first dividend of 6% to the shareholders.

B. On condition that you are given 50% of the net profits of the company after deduction of the legal reserve, a first cumulative dividend of 6% to the shareholders & of the 10% attributed to the Board of Directors, this 50% to be represented by Founders' Shares giving right to total of said 50% & which will be delivered to you on the company's being constituted (7).

You will be at liberty, should you so prefer, to leave these founders' shares on deposit in the name of the company against its receipt or with a banking institution or trust company at your option. To represent the 25% surplus reverting to the Founders' Shares & attributed to the first subscribers, founders' shares will also be given them but this does not affect your rights which continue to represent 50%.

In accordance with French law founders' shares do not carry any right as regards the assets of the company

MORGAN, HARJES & CO  
PARIS

J. P. MORGAN & CO  
New York

DREXEL & CO  
Philadelphia

31, Boulevard Haussmann

Translation

5.

T. A. Edison  
Paris 7. 2. '06

Adresse Télégraphique: HARJES-PARIS

but only in respect of profits. The holders of founders' shares cannot consequently take any part in the administration but on the other hand these rights are not modified by the increase or decrease of the capital & cannot be diminished by fusion or transfer to another company or even in the event of dissolution before the expiration of the patents except in the case of loss of 1/4% of the capital(7).

Section 8 relates to the right of the General Assembly of shareholders to decide upon the buying in of founders' shares in agreement with the Société Civile des Porteurs de Parts.

To facilitate the relations of the company with the holders of founders' shares & in conformity with the custom that practice has shown necessary in France there will be formed a private organization composed of the holders of founders' shares. This private organization, by deliberation in General Assembly may, by a majority of 3/4 of its members, be empowered to negotiate with the "Société Anon. des Accumulateurs Edison" for the repurchase of the founders' shares or all other conventions judged necessary in the interests of the holders of founders' shares(9).

As you will be the proprietor of 2/3 of the founders' shares these stipulations cannot in any way be prejudicial to your interests, the meeting of holders of founders'

MORGAN, HARJES & C<sup>ie</sup>  
PARIS

J. P. MORGAN & C<sup>ie</sup>  
New York

DREXEL & C<sup>ie</sup>  
Philadelphia

31, Boulevard Haussmann

Translation

6.

Paris, 8. 2. '05 T. A. Edison

shares being unable to form a quorum without your help with which to make its decisions valid.

The capital is fixed at Frs. 1,000,000 divided into 2,000 shares of Frs. 500 each. This capital appears to us sufficient for the commencement & is susceptible of increase without difficulty should same become necessary (18).

Sections 11 to 20 relate to the increase or reduction of capital, to the payment & transfer of shares, to the rights & obligations of shareholders.

Article III concerns the Board of Directors of the company. One or several members of the Board can be named by the statutes for a period of three years, which term may be increased to six years at the shareholders' meeting (21).

If you desire a representative on the Board he will have to be the owner of 50 shares (22). He will be nominated for six years, the law, as stated, not allowing more.

Sections 23 to 32 inclusive concern the working & powers of the Board of Directors.

Article IV relates to the comptroller whose duty it is to make a report of the situation of the company at the annual shareholders' meeting.

Article V concerns the General Meeting. Sections 34 to 44 inclusive detail the manner of convocation, deliberation & powers of shareholders' meeting ordinary & extraordinary

Adresse Telegraphique MORGAN-HARJES-PARIS

MORGAN, HARJES & CO<sup>1</sup>

PARIS

J. P. MORGAN & CO<sup>2</sup>  
New York

DREXEL & CO<sup>3</sup>  
Philadelphia

31, Boulevard Haussmann

Translation

7.

E. 2. '05  
Paris T. A. Edison

Article VI relates to inventories, reserve fund & division of profits. The fiscal year begins Jan. 1st. & ends Dec. 31st. of each year.

A balance sheet is drawn up every six months & there is an annual inventory of assets & liabilities (48).

Net profits are established after deducting all general expenses, depreciation of material & royalties due.

From these net profits are taken:

5% for legal reserve fund until the amount equals 1/10th of the capital as required by French Law

6% for first cumulative dividend on paid up capital.

From the surplus a further 10% is deducted for the Board of Directors. The remainder is divided in the following manner:

75% to the Founders' Shares (50 of which appertain to the shares allotted to you & 25 to the Founders' Shares allotted to the first subscribers, &

25% to the ordinary shareholders.

Sections 48 & 49 regard the special reserve fund formed from the 25% attributed to the ordinary shareholders & payment of dividend.

Article VII relates to the dissolution or liquidation of the company. The company can be wound up in the event of the loss of 1/4 of the capital (50).

Adresse Télégraphique: HARJES-PARIS

Adresse Télégraphique: HARRIS-PARIS

MORGAN, HARRIS & CO

PARIS

J. P. MORGAN & CO  
New-York

DREXEL & CO  
Philadelphia

31, Boulevard Haussmann

Translation

8.

T. A. Edison  
Paris, 1. 2. '05

At the expiration of the thirty years for which the company is formed or in the event of an earlier dissolution the net products of the liquidation will be used to reimburse completely the ordinary shareholders, to reimburse to the special reserve fund the sum which may have been employed to write off all or part of the shares. The surplus will be divided - 25% to the ordinary shareholders, - 75% to the Founders' shares of which 50% are yours (51).

Article VIII concerns any contestations which may arise between the company & the shareholders (52 & 53).

Article IX relates to the formalities to be fulfilled for the regular & definitive constitution of the company.

This we believe sums up succinctly & briefly the byelaws of the company of which we send you a complete copy trusting that the above may aid you in examining same.

We think that these byelaws answer completely the legitimate suggestions which you make & thoroughly safeguard your interests whilst at the same time conforming to the exigencies of French Law.

We are,

Yours faithfully,

*J. P. Morgan*

Battery - England

H. F. Parrshall, M. Inst. C.E.  
Consulting Engineers.

TELEGRAMS - PARRSHALLITE, LONDON.  
TELEPHONE - 301 LONDON WALL.

Salisbury House.  
London Wall.  
London: E.C.

Please quote B.2356/5

February 21st, 1905

Received  
March 1st 1905

Thomas A. Edison Esq.,  
Orange,  
NEW JERSEY.

Parrshall - I have no connection  
with Stewart directly or  
indirectly & nor will I  
have in the future -

My dear Sir,

I enclose copy of letter that has come to me. You will see that this  
man Stewart is going round and representing himself as associated with the  
battery.

Regarding the matter, I may state that Mr. Philip Dawson, the Engineer  
of the London, Brighton & South Coast Railway, is a personal friend of mine,  
and when the proper time for the use of the battery arrives, we will not need  
the assistance of Mr. Stewart or anyone else.

Yours faithfully,





[ENCLOSURE]

From	H. F. PARSHALL, M. INST. C.E., SALISBURY HOUSE, LONDON WALL, E.C.
For enclosure to J. A. Parshall	

[ENCLOSURE]

4, Queen Street Place,  
L O N D O N, E.C.

February 10th, 1905

Ed. H. Johnson Esq.,  
The Johnson-Lundell Electric Traction Co.,  
S O U T H A L L, Middlesex.

Dear Mr. Johnson,

I am pleased to note by your circular of the 8th inst. that you have at last made a business like start, and I wish you every success. Now I see that you mean business I enclose you cheque for calls in arrear, and have no doubt that many other of the shareholders, who at one time felt that it was no use throwing good money after bad, may be induced to do the same. (sent direct to Bank).

I do not know if you are aware that there is a scheme afloat in connection with the L. B. & S. C. Ry. to run the trains on the regenerative principle? It is generally supposed, I believe, that single-phase traction is going to be adopted, and one has gathered this from Mr. Philip Dawson's articles and reports that have appeared in the press, but I may tell you that Mr. Stewart, the English Representative of the Edison Co., has proposed a scheme of continuous current traction in which the trains would carry two sets of batteries, one at the forward and one at the rear end of the trains, each battery of about 1600 cells. These would be placed in series and be supplied from the trolley wire at about 5000 volts which would be the charging voltage. There would be four 400 volt continuous current motors at each end of the train tapped on to the batteries, and these could be put in series or parallel as required and would

[ENCLOSURE]

Bl. H. Johnson Esq.,

-2-

February 10th, 1905

be used regeneratively when braking. This is a scheme which I think is being backed by the Armstrong Whitworth Co. who want to come in on the turbine and generators. The motors are out of their line altogether, and there might be a chance for you to come in on these. Philip Dawson is, of course, the Consulting Engineer, and Mr. Stewart has the matter in hand on behalf of the Edison Company.

Yours faithfully,

(Signed) FRANK BROADBENT.

If the L. B. & S. C. Ry. go in for regenerative control on their suburban lines others may follow, and the J. L. Co. may get a look in. They ought to!

Buckley, Power - Stewart

My answer

45 Lansdowne Road,  
London, S.W. Feb 22 '05.

Dear Mr. Edison:-

I am sorry to hear of your illness, and hope you are now quite recovered.

I did not trouble you when in Ck'y. about my railway business, as I saw you were busy and ill. But there is something important to say.

What I have devised is a method of using your battery in traction work in such manner that deterioration cannot take place - that is, it is physically impossible for cells to run down. That I am right you will see at once, and the best experts here say that I have got the correct thing.

When this is accomplished, it is possible to use a line voltage of 2500, direct current, with individual control of 500 volt motors. The saving is 70% in power house and line construction, with less weight to carry than in any single-phase system. This I can prove by good authority.

Motors of the highest business policy dictate that this matter should be kept under your control. New Patents can be taken by you, and the whole matter kept in your hands. The merit of the business belongs to your invention, and I want you to keep it.

The quickest way to settle the matter is to let me come to Ck'y. and give you full details. This will cost £50.

If you want this, wire me cash and instructions as below and I will come at once. I am stating above facts, not as surmises, but from actual experiment, backed by the best scientific opinion.

Sincerely Yours,  
W. N. Stewart.  
Cable address  
"Cavailing, London."

J. A. Edison, Esq.  
Orange, N.Y.

[FROM FRANK L. DYER?]

M E M O R A N D U M

RE. PROPOSED PLAN OF MESSRS. MORGAN, HARJES & COMPANY.

-----

The scheme is very complicated, involves a document of 40 pages and contemplates the formation of two distinct companies. The first company ("Societe Anonyme des Accumulateurs Edison") being a manufacturing and selling concern, and the second company ("Societe Civile des Parts de Fondateurs") being solely a profit sharing concern.

(1) The first company is capitalized at one-million francs (\$250,000.) instead of three-million francs (\$750,000.) as proposed in the original option. The company is limited to thirty (30) years. The company has the right to exploit in France, the French Colonies and Protectorates, Edison storage batteries. Edison assigns to the company the existing patents "of which he expressly retains the ownership" and also "all rights and license for the exploitation only" under new patents taken out within ten years and similar rights and license under patents which he may acquire. To effect the assignment of the existing patents, Edison agrees to pay all taxes thereon, which the company agrees to reimburse after the incorporation. Edison will furnish drawings, etc. at cost and in the event of litigation based on patents, will assume half the expense thereof. The company agrees only to exploit, manufacture, and sell batteries and not to rent or lease the same; also, not to sell batteries for export except to the French Colonies and Protectorates without Edison's

consent. Edison agrees to enforce similar conditions in other countries prohibiting exportation from such countries into France, her Colonies and Protectorates. On failure of any of these conditions, Edison can demand a return of his patents "the ownership of which is expressly retained by him, as above stipulated, and of which the rights and license for exploitation only are conferred on the company". The patents can also be recovered in the case of bankruptcy or a judicial or private liquidation.

A royalty of three francs per standard cell shall be paid, each cell being numbered, and a certified statement of cells manufactured being rendered every three months, Edison having the right personally or through his representative to examine the books on thirty days notice. Royalties cease with the life of the patents. If, however, the net profits do not permit the payment of the six per cent dividend <sup>to</sup> the stock-holders, Edison agrees to reduce his royalties to one-half to permit such dividend to be paid. The stock of the company consists of 600 founders' shares, each entitled to participate in one/six-hundredth part of 75 per cent of the net profits derived by first deducting 5 per cent for legal reserve, six per cent for dividends and 10 per cent for Directors' commissions, also, 2000 ordinary shares of a par-value of 500 francs each. Edison receives 400 founders' shares, representing 50 per cent of the net profits. The 200 remaining founders' shares are given as a bonus to the subscribers to the ordinary shares in the proportion of one founders' shares for each ten ordinary shares. The founders' shares have no right in the company's assets, but only the participation in the net profits. Nor have the holders of founders' shares any part in the business of the company, nor can they be present at the general

meetings of the share-holders, nor can they oppose any modifications made by the by-laws in so far as these modifications are not prejudicial in any way to their right to the said share of profits. Nor can holders of founders' shares oppose the execution of the decisions of the ordinary share-holders, especially in matters concerning dissolution or liquidation "and of all fusions or total or partial concessions". If the capital stock is increased or decreased, the rights of the founders' shares are not effected. If the company's assets are sold or transferred after the company has expired by limitation or has been dissolved "The rights of the owners of founders' shares until the expiration of the term fixed for the duration of the company can be neither suppressed nor diminished". The Company cannot be dissolved during the life of the patents, except in the case of loss of one-quarter of the nominal capital. The Directors have authority to purchase founders' shares and cancel the same. The capital can be increased at any time by the stock-holders, the latter being given preference to subscription to new shares. The ordinary shares shall be paid for, 25 per cent (125 francs) on subscription and the remainder by call as required. A subscriber or share-holder is responsible for any amounts unpaid therein for two years after transfer. Provision is made (Section 13) for selling stock at public sale on which calls are not paid. The first payment shall be made within one month from the date of incorporation. Shares shall be entitled to cumulative dividends of six per cent as well as to a proportionate participation in 25 per cent of the net profits.

The company is managed by at least five and not more than ten directors. The first directors shall serve three years and are named in the articles of incorporation. This period may be extended

to six years. Each director must own at least thirty ordinary shares, the latter being held by the company and not subject to transfer. Certain directors are elected every two years, so that the Board is a continuing body. Vacancy in the Board may be supplied by the directors, subject to confirmation by the stock-holders. The Board selects its chairman and secretary. The latter need not be a director. Board meetings are held each month and at least one-half the directors must be present. The directors possess the usual authority to represent the company in its business affairs. Also, appoints one or more managers to take charge of the technical details. No directors can "retain any interest direct or indirect in any enterprise or deal made by the company or for its account unless authorized by the General Assembly". "The directors have a right to remuneration for being present at the meetings, the amount of which is fixed at the general meeting"., (Section 32) this being an addition to the ten per cent of the net profits above referred to. Accounts are supervised by one or more auditors selected by the stock holders. General meetings are held annually in June and special meetings of the stock-holders can be called either by the directors or by the auditors on ten days notice. At general meetings, only stock-holders holding ten shares or holding proxies for ten shares can vote. One vote shall be cast for each ten shares, but no one is entitled to more than twenty votes. The stock holders at general meetings have the usual power. At special meetings of the stock-holders, questions are considered relating to the increase or reduction of the capital, the total or partial sinking of the capital by appropriation from the profits, the dissolution of the company, amalgamation with other companies, transfer or sale to others, assignment of all or part of the appropriate rights, subject, however,



to Edison's rights during the duration of the patents.

The fiscal year begins January 1 and ends December 31st. Statements of the company's assets and liabilities are furnished every six months to the stock-holders and an inventory must be made every year in which a ten per cent depreciation shall be allowed.

The net profits are calculated by deducting general, expense, capital charges and royalties. From the net profits is first deducted five per cent for the legal reserve fund, but this ceases when the reserve fund amounts to one-tenth of the capital, but must be started again if the reserve fund is depleted. From the net profits a dividend of six per cent on the invested capital is deducted, said dividend being cumulative. From the surplus profits then remaining, ten per cent is deducted for the directors for division as they may desire. The remainder of the profits is distributed in the proportion of 75 per cent to the founders' shares and 25 per cent to the stock holders. Unless otherwise determined at general meetings, the 25 per cent to the stock-holders shall be set aside as a special reserve fund intended for the purchase of founders shares (which after purchase shall be cancelled) or for the reimbursement of the ordinary shares. The special reserve fund in question shall be the exclusive property of the ordinary share-holders. Dividends and interest are payable annually, but at any time payments on account of the dividend can be made by the directors.

Should the capital depreciate to the extent of 25 per cent, a general meeting of the stock-holders must be called to determine whether the company shall be wound up or continued. In the case of voluntary dissolution, or at the expiration of the charter period the affairs of the company shall be taken charge of by one or

two liquidators appointed at a general meeting of the stock holders, and who may wind up the company in the usual way. The net product of the liquidation is employed first to reimburse completely the share capital, as well as any sums which may have been deducted from the special reserve fund, after which the surplus is distributed in the proportion of 25 per cent to the ordinary share-holders and 75 per cent to the holders of founders' shares. All disputes between share-holders shall be submitted to the jurisdiction of the French Courts and to this end each share-holder shall elect his domicile in Paris for the purpose of legal services. In case such election is not made, service can be made at the office of the Procureur de la Republique of the Tribunal Civil of the Seine.

2. The holders of the 600 founders' shares of which Edison shall own 400, shall constitute a civil and private company called "Societe des Parts de Fondateurs". "The object of this company is to combine and centralize in the interest of all the company's share-holders, the exercise of rights relating to said founders' shares in such a way that the Societe Civile can, to the execution of holders of individual founders shares alone, cause to be carried out the engagements of the Societe Anonyme and generally to exercise all rights which may be attached to said founders' shares." These rights comprise the right to contract with the main company in matters relating to the increase or decrease of the capital stock, "if such increase or decrease is of a nature to prejudice the founders share-holders." Also, the creating of a larger issue of founders' shares, negotiations relating to purchase of all or part of the founders' shares by the ordinary share holders, matters relating to the creation of priority shares (bonds) or modifications of the

statutes if prejudicial to the founders' shares, and in fact, all matters of interest to the founders' shares. The Societe Civile shall exist so long as there are any rights belonging to the founders' shares. The purchase of a founders' share by the company cancels the same. The Societe Civile is managed by one or two directors appointed at a general meeting of the founders' shareholders and the duration of whose time is unlimited. The first sole director is Mr. Edison, who may appoint a nominee to represent him. The director or directors represent the Societe Civile with the main company and with third parties, and have the usual powers. General meetings of the founders' share-holders shall be called by directors or by share-holders representing at least 150 shares. At such meetings there shall be one vote for each ten founders' shares, but no one shall have more than 30 votes.

Feb. 23, 1905.

*Exbury,  
England.*  
*H. F. Marshall, M. Inst. C.E.*  
*Consulting Engineer.*

TELEGRAMS: PARMALITE, LONDON.  
TELEPHONE: 301 LONDON WALL.

*Salisbury House,  
London Wall,  
London, E.C.*

*Please quote: B.3411/5*

*February 23rd, 1905*

*T. A. Edison Esq.,  
Orange,  
NEW JERSEY.*

My dear Sir,

For your information, I enclose copy of letter which I have written Mr. E. H. Johnson, who was in receipt of a communication stating Mr. Stewart was operating in conjunction with Mr. Philip Dawson in the design of an electrical outfit for the London, Brighton & South Coast Railway.

Yours faithfully,

*H. F. Marshall*

[ENCLOSURE]

B.3411/5

February 23rd, 1905

E. H. Johnson Esq.,  
7, Gloucester Place,  
W.

Dear Mr. Johnson,

I have your letter of the 23rd inst. I do not know that there is any particular point in following up Broadbent's letter. Dawson naturally was not very well pleased to see his name coupled with the name of a man like Stewart, more especially in connection with the Brighton business. I think every useful object would be obtained in discrediting Stewart whenever he suggests that he is connected with Mr. Edison's interests.

Yours faithfully,

Dockley, Foreign - Steam -

45 Lansdowne Road,  
London, S.W. Feb. 25-1905.

Dear Mr Edison:-

In my letter of the 22<sup>nd</sup> inst. I did not have time to explain the fix I am in with regard to my Swedish business. Mr. Dick gave me a full legal option to form a Battery Company there, in 1902, and confirmed it verbally to my friends in 1904. I have interested bankers and members of Congress there, who have made one payment on account. They have tested a battery provided by Mr. Dick and are satisfied with it. I have secured a favorable report from the Government engineers as to its use on railways; one of these engineers visited your American Battery Works with a letter from Mr. Dick. I have spent in traveling, engineering work, patents, &c, on this business over \$3000. and over two years' time. Now, I get no reply from Mr. Dick as to what I am to do, and Bergmann refers me to Dick. I have no doubt whatever that Mr. Dick acted in perfect good faith in the matter, but it seems that I am the victim of a misunderstanding, and have ruined myself for nothing. I do not think I deserve this treatment. If Bergmann will give me a selling agency there at a small commission and help me enough to pay my expenses to Sweden, I can get there under my arrangements all the capital I want, as under my agreements I am to receive \$15,000. in cash next. The battery is the sole solution of Sweden's railway difficulty, as distances are too great to build to 50,000 volt circuits <sup>or else</sup> ~~or else~~ in an Arctic climate. The amount of batteries required on 3,000 miles of road is about \$5,000,000, inside

2

a period of 8 years. Their work is to be done by water power in place of expensive Cardiff coal, and an experimental section of track is now equipped for working. The Government engineers are warning me all the time to do something, as the detailed calculations show a saving over single-phase working of \$2,500 per mile.

The best way to settle this is to have me over to C.V.G. and thus enable you to understand what I am driving at. Otherwise, can you not cable some instructions to Bergmann, as after our pleasant relations of 25 years I do not believe that you wish to see me suffer the hardships I am now undergoing. I can only repeat what I said in my last, that on my method of working it is impossible that the battery shall be anything but practically everlasting.

Sincerely Yours,  
W. A. Stewart

Thos. A. Edison, Esq.,  
Orange, N.Y.

Cable address:  
"Cavailing,"  
London.

Feb. 23, 1905

MEMORANDUM

RE. PROPOSED FRENCH AGREEMENT.

Generally speaking, I would mistrust any very complicated arrangement that is suggested to take the place of a simple scheme, although on the face of the papers the division of profits might be the same in one case as in another. The fact that Edison's suggestion was accepted in England and Germany, would indicate that the idea was entirely feasible. The proposal in France that an extremely complicated arrangement should be made, creates the suspicion that there may be some ulterior motive in suggesting the same. Specifically, my objections to the French scheme are:

1. It is suggested that the capitalization should be only 1,000,000 francs instead of 3,500,000 francs as suggested by Edison. Consequently, the French Company would have less than one-third an opportunity of achieving success and more than three times the liability of failure than with Edison's suggestion.

2. It is proposed (Section 6) that the French patents should be assigned to the Company while at the same time Edison "expressly retains the ownership" thereof. It is difficult to ~~say~~ how the patents could be assigned without parting with the title to the same; even if it were understood that in the event of failure, the title to the patents should revert to Edison. Serious complications might arise if creditors should oppose such transfer



Edison suggests the granting of a license, and that is all that the circumstances demand.

3. With Edison's scheme, the only relations existing between him and the company are based on contracts. With the proposed French arrangement, Edison becomes a stock-holder and might therefore be liable. Even if not directly liable, he might be seriously embarrassed if the attempt were made to recover his patents in the event of insolvency.

4. No provision is made for a minimum royalty, which should, of course, be included. If the proposed French arrangement is accepted, it would only be necessary to pay in 25% of the capital stock at the time of subscription, namely, \$50,000. Any one, by paying more than one-half of this amount, say \$26,000, could absolutely control the Edison battery in France, and need only make a few cells a day.

A. L. D.

Feb. 24/05

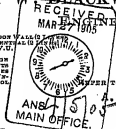
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PERSONAL.



59, CITY ROAD

LONDON, E.C.

14th March, 1905.

W. E. Gilmore, Esq.,  
Messrs: - Edison Manufacturing Co.,  
Orange. New Jersey. U. S. A

Dear Gilmore:-

My former partner, Mr Philip Dawson, is Consulting Engineer to the Hastings Tramways, which concern is faced by the necessity of having to run a single mile of track along the best thoroughfare of Hastings, which lies between the sea front and all the biggest Hotels of this watering place. Along this mile the Municipality insists that no trolley wires be used, and they should either run their cars by accumulators or by laying down a conduit. It is probable that they will have to run a large number of their through cars over this single mile, and therefore cannot work it by means of a series of shuttle cars, which they could easily equip with accumulators.

The suggestion is therefore made by Dawson in discussing the matter with Parrshall and myself that they have a number of small trucks made carrying sets of accumulators, one of which can be picked up from a siding by each trolley car as it comes to the given mile and from which accumulator truck the car can draw its current to run it over this special mile.

A system something like this has, as you very likely know, been in use in Paris for a number of years, as the only way to get over a similar difficulty.

We would naturally be very glad to have such a conspicuous advertisement for the Edison accumulator as this Hastings line might afford, and the work to be done seems to us to be exactly the sort of thing which the Edison cell is pre-eminently able to do.

What would be required would be five accumulator trucks each to be equipped with a set of about 320 cells, having a capacity of say about 135 ampere hours.

This would fit in very well with one of the Edison standard sizes.

I wish you would tell me whether you think we can count upon getting such a number of cells? The line is only about to be constructed so it would be probable that they would not be needed for six months or more. Do we stand a good enough chance of getting these

ROBERT W. BLACKWELL & CO., LTD., 24, CITY ROAD, LONDON, E.C.

W. E. Gilmore, Esq., Pg 2, 14/3/1905.

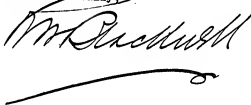
cells to keep up an agitation for their being adopted? Furthermore can you give me an indication of the price at which it would be probable that we could obtain these cells laid down here?

I understand that Parshall has already communicated with Mr Edison in this regard, but I would be very glad to have you let me know what you personally think about the possibilities from a practical manufacturing point of view.

I take it naturally that the responsibility for getting any such consignment forward to us would rest with you, and I would not like to pledge anything to Dawson unless with your full approval.

I remain,

Yours faithfully,



RWB/FSL.

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59, CITY ROAD

LONDON, E.C.

14th March, 1908.

W. E. Gilmore, Esq.,  
 Messrs: Edison Manufacturing Co.,  
 Orange. New Jersey. U. S. A.

Dear Gilmore:-

I do not think that either Parshall or I have heard as yet what conclusion has been arrived at by Mr Edison as to the territorial rights which he will give to the various applicants there for.

Drop me a line when any of these matters are definitely arranged.

I hope very sincerely that some kind of a deal may be arranged either with, or without, Harjes, whereby the Cassel interest can control France, and even if that be not the case I hope that England may be the centre from which the other European countries not yet definitely disposed of, may be handled. England is certainly the best distributing point for all the Coasts of Europe, and there is no possible question of doubt but that Norway, Sweden, Denmark, Holland, Belgium, Spain and Italy would prefer to deal with England than with any of their Continental neighbours.

I of course appreciate that all these matters cannot be settled in a day, but I am so exceedingly anxious to get at this business and so very desirous of hearing that we are within reach of beginning serious work that you must pardon my insistence.

My kindest remembrances to Mrs Gilmore, and your family, and my very sincere thanks for the many courtesies and hospitalities which I experienced at your hands while in America. I trust that you will before long make another visit to this side of the Atlantic.

I saw Mr and Mrs Schermerhorn on Saturday. I am afraid they are in for a rather disagreeable trip, especially as I see that their steamer had to put back for repairs. It must have been very trying for its passengers to have had two days of storm and consequent discomfort to no purpose.

From a very kindly letter which I have received this morning from Mrs Schermerhorn, I understand they have had considerably more opportunity of inspecting the beauties of Ireland than they really cared for.

ROBERT W. BLACKWELL & CO., LTD., 50, CITY ROAD, LONDON, E.C.

W. E. Gilmore, Esq., Page No. 2. 14/3/1905.

I am enclosing to you herewith a Prospectus of two Motor Omnibus Companies which have just come out. How I would like to start in active competition in that line of work. \*

I remain,

Yours faithfully,

*W. E. Blackwell*

RWB/FSL.

Enclosures by newspaper post

\* I sent Mr Edison by last post, clipping from the Times giving the abridged prospectus advt of these Co's -

I wonder if he has ever taken up again that firm line he was trying - These omnibus services here would be the very place to get business in that line -

*Bradley - Longford*

*H. F. Parrishall, M. Inst. C.E.*  
*Consulting Engineer.*

TELEGRAMS- PARRISHALLITE, LONDON.  
TELEPHONE- 301 LONDON WALL.

*Subsidiary House.*  
*London Wall.*  
*London, E.C.*

Please quote B.

March 14th, 1905

*W. H.*  
T. A. Edison Esq.,  
Orange,  
NEW JERSEY.

Dear Mr. Edison,

Relative to the battery supplied to Mr. Wallace, I have written him as per the enclosed, from which you will see that I am not in favour of having your battery used with this Car, unless it can be got into first class working order.

re Dunderland.

I enclose copy of cable which I sent you yesterday, in reply to yours.

Yours faithfully,

*H. F. Parrishall*

[ENCLOSURE]

<i>From</i>	H. F. PARSHALL, M. INST. C.E.,
	SALISBURY HOUSE, LONDON WALL, E.C.
	<i>For signature to</i>
	<i>H. A. G. G. G. G.</i>

[ENCLOSURE]

B.

March 13th, 1905

Alexander F. Wallace Esq.,  
Bank of England,  
E.C.

COPY

Wm

Dear Mr. Wallace,

Mr. Parry has told me of your decision regarding the motor car manufactured by Messrs. Holland & Holland. On going over the car myself, I was greatly surprised and disappointed that such an eminent firm should have constructed a vehicle with so little attention to ordinary details. There is some weakness in the back axle and driving gear that is hardly likely to be overcome, except by radical reconstruction. The steering gear is also, in my judgment, very defective.

I do not care to get drawn into a controversy with Messrs. Holland & Holland over the matter. At the same time I feel entitled to depose what I have said, namely, that the vehicle is in no way suitable for your purpose, and is in no way a creditable job. The consumption of current is about twice what it should be for such a car. For this reason, if the Car is to be sent out to Slaw, I should much prefer that it be equipped with an ordinary lead battery, since the reputation of the Edison battery would surely suffer if used with



[ENCLOSURE]

Alexander F. Wallace Esq.,

-2-

March 13th, 1905

such an inefficient Car.

Yours faithfully,

[ENCLOSURE]

*WJ*

EDISON

ORANGE

NEW JERSEY

DUNDELFORD ORDINARY TWENTY SIX SHILLINGS TO TWENTY EIGHT SHILLINGS

PREFERENCE ~~XXXXXXXXXXXXXXXXXXXX~~ THREE AND HALF TO THREE QUARTERS

LIMITED BUYERS EACH CLASS

PARSHALL

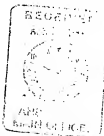
Mr. Thomas A. Edison:

Note attached letter from White relative to our friend (?) W. N. Stewart. Of course he has got to buy his experience as well as anybody else. I did not think he was fool enough, however, to be landed for £5, or \$25. Do you wish me to comment any on the letter to White as to disabusing the minds of the general public that Stewart is connected with you in any way either directly or indirectly?

4/1/05.

W. E. G.

Enc-F



*Wm Edison  
Made no remarks*

*JEB*

[ENCLOSURE]

Telephone & Cables: "RANDOMLY, LONDON."  
Telephone No. 8080, HOLBORN.

TRADE  
**Thomas A Edison**  
MARK

Cable Codes Used: A.L., A.R.G., COMMERCIAL,  
LIEBEN'S AND HUNTING'S.

**Thomas A.  
EDISON'S**

EUROPEAN HEADQUARTERS  
OF THE

Photographs,  
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Records,  
Projecting  
Kinetoscopes,  
Original Films,  
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Meters,  
Edison-Primary  
Batteries,  
Bates and Edison Automobile Hand  
Numbering Machines.

**NATIONAL PHONOGRAPH CO. Ltd.  
EDISON MANUFACTURING CO. Ltd.**

25, Clerkenwell Road,

London, E.C.

28th March, 1905.

FACTORIES:

Orange, N.J.  
U.S.A.  
+ Berlin.  
+ Paris.  
+ Brussels.

IN REPLYING ADDRESS THE COMPANY NOT  
FOR INDIVIDUAL AND MENTION THESE INITIALS.

W. B. Gilmore, Esq.,  
Orange, New Jersey.

Dear Sir,

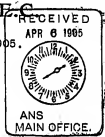
I beg to confirm herewith my wire of yesterday reading as follows:-

"GILMORE Party here named Stewart broke Wants temporary  
"work pending completion battery Are you desirous helping  
"him Wire WHITE"

By way of explanation I desire to say that Mr. W. N. Stewart called on me last week and explained the fact that he had very valuable patents which he was associating with Mr. Edison's battery to be used in connection with traction work and so forth; also that he had valuable schemes for using the battery on war-ships for the purpose of sighting guns and so on. He also explained that he had spent all his money here in England on these various schemes, and that due to the fact that the battery had undergone so many delays in appearing upon the market he was reduced to his last shilling; in fact he spent his last £60 in going to America recently to confer with Mr. Edison.

Of course I am slightly acquainted with Mr. Stewart having met

*Battery, Storage*



[ENCLOSURE]

N. P. Co., Ltd.

him some years ago, and am more or less familiar with his past connections with Mr. Edison. I thought it wise to cable you and find out just what his standing is at the present time, especially as he is wanting me to furnish him with temporary employment until such time as the battery is ready for the market. He seems particularly anxious to travel for us in Spain. I, of course, have nothing at the present time which I could offer him unless it was your desire that a position of some sort be created for him. I hope, therefore, you will let me know at once whether or not this party is O.K. and whether it is your desire that we do anything for him.

Very truly yours,

*Joseph White.*  
Managing Director.

J.H.W./L.D.

*Since writing about your cable  
of even date to hand, give me  
just the information wanted &  
I thank you for it.*

*JHW*

[ENCLOSURE]

Mr. E. G. My sentiment got the best  
of me & I stood a personal  
touch for \$5-0-0 but if I  
don't get it will charge up  
to valuable experience

JHW

Batley - England

H. F. Parrshall, M. Inst. C.E.

Consulting Engineer.

TELEGRAMS - PARRSHALLITE, LONDON.  
TELEPHONE - 351 LONDON WALL.

Salisbury House,

London Wall,

London, E.C.

*Received  
May 17/05  
B.*

April 19th, 1905

Parrshall - ~~Salisbury House~~

T. A. Edison Esq.,  
Orange,  
NEW JERSEY.

Dear Mr. Edison,

The batch of cells that you sent ~~me~~ for Mr. Wallace's Car have been tested from time to time, and it seems to me the result is very satisfactory, at least it is much more satisfactory than anything we have ever had from lead cells. I send on particulars of the last test, since it will indicate to you how the batteries fair under shipment.

I gather from what Mr. Gilmore has said that you have unearthed something in the chemistry of the battery that requires attention. I had a letter from Professor Hibbert some time ago, who has given a great deal of thought to the chemical end of the battery, saying that if he could possibly assist in any way he would be very glad to.

*old cells running + giving  
only 100 am per hour previously  
changing capacity for new Electro-  
lyte. The reason battery  
will do this - The reason battery  
are giving only 100 am is that  
the capacity is greater than the  
You're faithful  
vehicles need, which are usually  
trucks, but the day will come  
when they will fall below the  
amount required + its then  
that I am going to stop*

*2*

[ENCLOSURE]

H. F. PARSHALL, M. INST. C.E.,  
SALISBURY HOUSE, LONDON WALL, E.C.

*For enclosure*

EDISON BATTERY E27

## 63 CELLS

## DISCHARGE CURVES ETC

240 AMP HRS

WATTS

V.O.L.T.S

AMPERES.

Charge 310 Ampere Hours

Charging Voltage 115.5 volts

Open circuit ----- 101.0 -----

bell	"	"	1.6	"
------	---	---	-----	---

Closed	1:22
--------	------

Open	72.00	2.45 p.m.
------	-------	-----------

## AMPERES & VOLTS

AMPERES

10:45am - 11:00

2.0

1.0

2-0

2.45

TIME	10:00	10:05	10:10	10:15	10:20	10:25	10:30	10:35	10:40	10:45	10:50	10:55	11:00	11:05	11:10	11:15	11:20	11:25	11:30	11:35	11:40	11:45	11:50	11:55	12:00	12:05	12:10	12:15	12:20	12:25	12:30	12:35	12:40	12:45	12:50	12:55	13:00	13:05	13:10	13:15	13:20	13:25	13:30	13:35	13:40	13:45	13:50	13:55	14:00	14:05	14:10	14:15	14:20	14:25	14:30	14:35	14:40	14:45	14:50	14:55	15:00	15:05	15:10	15:15	15:20	15:25	15:30	15:35	15:40	15:45	15:50	15:55	16:00	16:05	16:10	16:15	16:20	16:25	16:30	16:35	16:40	16:45	16:50	16:55	17:00	17:05	17:10	17:15	17:20	17:25	17:30	17:35	17:40	17:45	17:50	17:55	18:00	18:05	18:10	18:15	18:20	18:25	18:30	18:35	18:40	18:45	18:50	18:55	19:00	19:05	19:10	19:15	19:20	19:25	19:30	19:35	19:40	19:45	19:50	19:55	20:00	20:05	20:10	20:15	20:20	20:25	20:30	20:35	20:40	20:45	20:50	20:55	21:00	21:05	21:10	21:15	21:20	21:25	21:30	21:35	21:40	21:45	21:50	21:55	22:00	22:05	22:10	22:15	22:20	22:25	22:30	22:35	22:40	22:45	22:50	22:55	23:00	23:05	23:10	23:15	23:20	23:25	23:30	23:35	23:40	23:45	23:50	23:55	24:00	24:05	24:10	24:15	24:20	24:25	24:30	24:35	24:40	24:45	24:50	24:55	25:00	25:05	25:10	25:15	25:20	25:25	25:30	25:35	25:40	25:45	25:50	25:55	26:00	26:05	26:10	26:15	26:20	26:25	26:30	26:35	26:40	26:45	26:50	26:55	27:00	27:05	27:10	27:15	27:20	27:25	27:30	27:35	27:40	27:45	27:50	27:55	28:00	28:05	28:10	28:15	28:20	28:25	28:30	28:35	28:40	28:45	28:50	28:55	29:00	29:05	29:10	29:15	29:20	29:25	29:30	29:35	29:40	29:45	29:50	29:55	30:00	30:05	30:10	30:15	30:20	30:25	30:30	30:35	30:40	30:45	30:50	30:55	31:00	31:05	31:10	31:15	31:20	31:25	31:30	31:35	31:40	31:45	31:50	31:55	32:00	32:05	32:10	32:15	32:20	32:25	32:30	32:35	32:40	32:45	32:50	32:55	33:00	33:05	33:10	33:15	33:20	33:25	33:30	33:35	33:40	33:45	33:50	33:55	34:00	34:05	34:10	34:15	34:20	34:25	34:30	34:35	34:40	34:45	34:50	34:55	35:00	35:05	35:10	35:15	35:20	35:25	35:30	35:35	35:40	35:45	35:50	35:55	36:00	36:05	36:10	36:15	36:20	36:25	36:30	36:35	36:40	36:45	36:50	36:55	37:00	37:05	37:10	37:15	37:20	37:25	37:30	37:35	37:40	37:45	37:50	37:55	38:00	38:05	38:10	38:15	38:20	38:25	38:30	38:35	38:40	38:45	38:50	38:55	39:00	39:05	39:10	39:15	39:20	39:25	39:30	39:35	39:40	39:45	39:50	39:55	40:00	40:05	40:10	40:15	40:20	40:25	40:30	40:35	40:40	40:45	40:50	40:55	41:00	41:05	41:10	41:15	41:20	41:25	41:30	41:35	41:40	41:45	41:50	41:55	42:00	42:05	42:10	42:15	42:20	42:25	42:30	42:35	42:40	42:45	42:50	42:55	43:00	43:05	43:10	43:15	43:20	43:25	43:30	43:35	43:40	43:45	43:50	43:55	44:00	44:05	44:10	44:15	44:20	44:25	44:30	44:35	44:40	44:45	44:50	44:55	45:00	45:05	45:10	45:15	45:20	45:25	45:30	45:35	45:40	45:45	45:50	45:55	46:00	46:05	46:10	46:15	46:20	46:25	46:30	46:35	46:40	46:45	46:50	46:55	47:00	47:05	47:10	47:15	47:20	47:25	47:30	47:35	47:40	47:45	47:50	47:55	48:00	48:05	48:10	48:15	48:20	48:25	48:30	48:35	48:40	48:45	48:50	48:55	49:00	49:05	49:10	49:15	49:20	49:25	49:30	49:35	49:40	49:45	49:50	49:55	50:00	50:05	50:10	50:15	50:20	50:25	50:30	50:35	50:40	50:45	50:50	50:55	51:00	51:05	51:10	51:15	51:20	51:25	51:30	51:35	51:40	51:45	51:50	51:55	52:00	52:05	52:10	52:15	52:20	52:25	52:30	52:35	52:40	52:45	52:50	52:55	53:00	53:05	53:10	53:15	53:20	53:25	53:30	53:35	53:40	53:45	53:50	53:55	54:00	54:05	54:10	54:15	54:20	54:25	54:30	54:35	54:40	54:45	54:50	54:55	55:00	55:05	55:10	55:15	55:20	55:25	55:30	55:35	55:40	55:45	55:50	55:55	56:00	56:05	56:10	56:15	56:20	56:25	56:30	56:35	56:40	56:45	56:50	56:55	57:00	57:05	57:10	57:15	57:20	57:25	57:30	57:35	57:40	57:45	57:50	57:55	58:00	58:05	58:10	58:15	58:20	58:25	58:30	58:35	58:40	58:45	58:50	58:55	59:00	59:05	59:10	59:15	59:20	59:25	59:30	59:35	59:40	59:45	59:50	59:55	60:00
VOLTS	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3	111.3																																																																																																																																																																														

[illegible]

\* Irregularity in Curves due to variation of Water Resistance



P.S. - Foreign Parcel

*H. F. Parrshall, M. Inst. C.E.*  
*Consulting Engineer.*

TELEGRAMS - PARRSHALL, LONDON.  
TELEPHONE - 501 LONDON WALL.

*Salisbury House,*  
*London Wall,*  
*London, E.C.*

Please quote B.4398/5

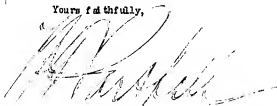
May 16th, 1905

Thomas A. Edison Esq.,  
Orange,  
NEW JERSEY.

Dear Mr. Edison,

I thank you for yours of the 1st inst., and am very pleased indeed that you are now satisfied with the battery. Of course it is right to get an ideal thing if possible, but the batteries as we have had them are so far in advance of lead batteries, that everybody who has had anything to do with yours is eager for the time when they will be on the market. The worst that has happened to any Edison battery over here could easily be dealt with by a proper organisation. The same does not apply to a lead battery at all, since constitutionally it can only last a certain length of time and does not lend itself to any regenerative process.

Yours faithfully,



Battery - England

W. F. Parrishall, M. Inst. C.E.  
Consulting Engineer.

TELEGRAMS - PARRISHALL TEL. LONDON.  
TELEPHONE - 301 LONDON WALL.

Leicester House.  
London Wall.  
London, E.C.

Please quote B.

June 8th, 1905

T. A. Edison Esq.,  
Orange,  
NEW JERSEY.

Dear Mr. Edison,

In connection with the battery that Mr. Dick had sent over for Mr. Wallace, Mr. Wallace is desirous of putting this on a vehicle known over here as the Electromobile. It is a single motor, free axle construction, the motor driving through double reduction V gears. It is a class of vehicle extensively used and, on account of its being quiet, is very much in favour, but is not particularly efficient. There is a further point, namely, the Electromobile people are not friendly to the Edison battery and are likely to try and give it a black eye. This would be unfortunate to the interests of the British Company.

Mr. Wallace states that he has paid for the battery and does not see why he should not make any use of it he sees fit; I understood from you he had not paid for it. Personally, I should much prefer that the battery stays amongst friends until we get an organisation over here competent to see that all of the batteries are fairly used. I believe Mr. Wallace will eventually defer to my views; at the same time, if he has paid for the battery, there is something in his contention as to the use of it. I rather think Mr. Wallace

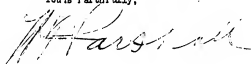
T. A. Edison Esq.,

-2-

June 8th, 1905

has got his payment for the battery mixed up with some other payments, and unless I hear from you to the contrary, I am going to arrange to keep possession of this battery until the English organisation is completed.

Yours faithfully,

A handwritten signature in dark ink, appearing to read "W. H. Parnell". The signature is written in a cursive style with a large, stylized initial "W".

Battery England  
W. F. Marshall, M. Inst. C.E.  
Consulting Engineer.

TELEGRAMS - PARSHALLITE, LONDON.  
TELEPHONE - 301 LONDON WALL.

Salisbury House.  
London Wall.  
London, E.C.

Please quote B.

July 10th, 1905

Worce  
T. A. Edison Esq.,  
Orange,  
NEW JERSEY.

Dear Mr. Edison,

I return herewith Mr. Dick's letter of the 22nd June addressed to you. The Car made for Mr. Wallace was not made under my supervision. Whenever I take up the supervision of automobile construction, I will have a Car made for myself. One of my juniors looked after the Car to the extent of seeing that the battery was properly fitted in. His reports were such that I did not think the Car should be used with your battery on it, until I had tried it. This I did, and found that the Car was absolutely rotten in mechanical detail, it taking about twice as much power as the ordinary Car, and the ordinary Car, as you know, is not a mechanical triumph. The Car was taken apart and the workmanship and design of the details were such that it was obviously hopeless to make anything out of it, except by entire reconstruction. Messrs. Holland & Holland admitted that the Car was entirely wrong and made an arrangement with Mr. Wallace to replace it by an Electromobile. The Electromobile is probably the best Car on the market, but is a double gear reduction Car and takes considerable power. The Edison cells could not be very conveniently crated to suit this form of Car and I have it on the very best authority, that the Electromobile

T. A. Edison Esq.,

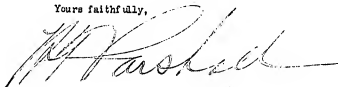
-2-

July 10th, 1905

people have no friendly feeling towards the Edison battery

Having in mind your statement that these cells would have to be reconstructed, it seemed to me better that the battery be kept in the possession of its friends until everything is in order. Mr. Wallace ordered the Car from Messrs. Holland & Holland without consulting me in any way. I may say that this firm are ordinary Carriage Builders and the firm they looked to to supply the mechanical gear has gone broke.

Yours faithfully,

A handwritten signature in dark ink, appearing to read "W. F. Rush", with a long horizontal line extending to the right.

[ENCLOSURE]

From

Bullington - England

H. F. PARSHALL, M. INST. C.E.

SALISBURY HOUSE, LONDON WALL, E.C.

OFFICES:

CABLE ADDRESSES:

\* BULLINGTON - CHICAGO

For enclosure to  
J. W. Carson, Esq.

[ENCLOSURE]

GENERAL OFFICES:

**A. B. DICK COMPANY,**

SOLE IMPORTERS OF  
**Edison Mimeographs**  
AND ALL SUPPLIES.

181-183 WEST JACKSON BOULEVARD.

BRANCH DEPOT,  
47 NASSAU STREET,  
NEW YORK.

CABLE ADDRESS:  
"DICK" CHICAGO.



*Chicago*

June 22nd, 1905

Mr. Thomas A. Edison,

Orange, N. J.

My Dear Edison:

Referring to the enclosed letter from Mr.

Parshall I presume you recall the conversation I had with you regarding the automobile that was built for Mr. Wallace and equipped by Parshall? You will remember that the vehicle was a dead failure for some reason; Parshall claiming that it was not constructed properly by the builders, and when I was there he was having the same over-hauled. It is evident that this vehicle, which has cost Mr. Wallace, without the battery, about seven hundred pounds, is for some reason unuseable. The concern who built it are well known builders in London, and have turned out some very fine electric carriages; one especially that I saw, having been built for Sir. John Aird.

It was the design of the electric construction, motor, etc., that did not appeal to Mr. Parshall as he had his own ideas in regard to these.

I called on the Electromobile people, at the request of Mr. Wallace, to get the dimensions of the battery box of their machine that Mr. Wallace had purchased for the King of Siam, but he had it designed for an Edison Battery.

They were exceedingly anxious and insisted on me taking

[ENCLOSURE]

A. B. DICK COMPANY.

Mr. Thomas A. Edison.

- 2 -

over an order to you for <sup>20</sup>two complete batteries, for which they would pay "spot cash", but I informed them that it would be impossible for you to fill the order at the present time.

They have practically all of the business in London and build a most excellent vehicle. It has fine lines and gives very good satisfaction, and with a good battery would be a most satisfactory vehicle.

Mr. Wallace owns the battery which he has, and if he desires to purchase an Electromobile to be used with his Edison Battery, I am sure arrangements could be made whereby Parshall would have control of this vehicle if you desire it; as the business of the Electromobile people is to build and sell their vehicles, and they do not care to bother with them after they are sold, and that would obviate the battery passing from the control of Parshall.

Mr. Wallace informed me that he did not expect that the automobile built under the supervision of Mr. Parshall would ever give him satisfaction, and that he was very much concerned about it, and that he intended to purchase an Electromobile.

Since the Wallace battery was sent over (which I paid for) there has been three additional invoices shipped, and I enclose you a statement herewith that you may see the situation. The item of \$154.50 is for additional cells; Mr. Parshall cabled that some of the cells in the Wallace battery were "shorted".



[ENCLOSURE]

A. B. DICK COMPANY.

Mr. Thomas A. Edison.

- 2 -

I am leaving Saturday for Northern Wisconsin, I presume  
you have replied to the letter from Captain Pollen, which  
I forwarded to you.

With best wishes I remain,

Sincerely yours

HED/MEW

*H. E. Dick*

Battery  
class

My Dear Parshall—

July 26/51

The new battery, corresponding to the  
E 18, <sup>-132</sup><sub>9</sub> will give on 5 hour charge 170 ampers  
and 230 ampers as long as full charge.

The Economy on short charges for 5 hours  
will be 54.2 percent (WAL 250 ampers)  
+ 74 percent (Economy 230 ampers)

The weight is ~~about~~ 13 1/2 pounds +

~~or~~ 48.8 pounds per horse power  
hour on 5 hour charge + ~~about~~

34 pounds per horse power hour  
on long charge = ~~about~~

This cell will now take the place  
of the E 27 selling for 15 dollars  
instead of ten—there will be

2

about ~~£50~~ m. dollar & wish to  
more ~~for the~~ but the increased  
Capacity increasing its selling  
price for 2 dollars,

I am getting the new devices  
ready & expect to turn them out  
in quantity at end of October -

~~I am certain now that the cell~~  
I am certain now that the cell  
will remain constant for years  
& the mechanical part will be  
so perfect as to leave nothing  
to be desired - I don't want  
to do anything with England

until I turn out my fossil lot  
I have all the washing  
perfected -

Yours  
Edson

MORGAN HARJES & CO  
PARIS

J. P. MORGAN & CO  
New York

DREXEL & CO  
Philadelphia

*St. Boulevard Haussmann*

*Paris* 14 Aug. 1905

Thomas A. Edison, Esq.,  
Orange, N. J.,

*Dyer*

My dear Mr. Edison,

Upon my return to the office here some weeks ago after a long enforced absence I was extremely surprised to hear that the Edison battery matter was still in such an undecided condition. It would seem that to Morgan, Harjes & Co's letter of Feb. 7th. giving you full details of the proposed organization of the Company & meeting your various objections to the best of their ability, no reply has been forthcoming notwithstanding their renewed requests for an answer. I certainly cannot account for it & all the more after reading the enclosed clipping from which it would appear that everything was in order with the battery itself & that therefore your silence cannot be occasioned by any uncertainty on your part as to its value & working.

I might add that my father, press copies of whose two last letters I enclose, would have written you this letter himself were it not that he is still awaiting a reply to his letters of Feb. 7 & Apr. 13.

In closing let me express the hope that you will not further delay giving a definite answer to Morgan, Harjes & Co's letter of Feb. 7th. permitting us to go ahead & do the needful. It seems to me that any further delay in the formation of the company & the starting in of the enterprise generally in view of the talk concerning the battery for nearly two years cannot but reflect adversely upon it & have a detrimental effect.

Yours faithfully,

*M. Harjes*

Adresse Télégraphique: HARJES-PARIS

[ENCLOSURE]

C O P Y

Paris, Feb. 7th. 1905

My dear Mr. Edison,

What you write me in yours of Jan. 16th. about Patents was very welcome news indeed.

Whatever objections or preferences you mentioned in your letter to the firm of the same date we have tried our utmost to satisfy you on all points as far as French laws or French peculiarities allow & with those little exceptions, which I shall mention presently, the new Statutes for the formation of the company, covers, I think, every point you wished to be done, - and that was our instruction to our notary (a very big fish here in France, a government official, through whose hands the legal status of all similar companies has to pass & who also acts as legal adviser) whom we gave a French translation of your letter.

To be better able for you to judge of the final result of the whole Status for the formation of the company, as now contemplated, we thought best to add an English translation, which is as near correct as we could make it, i.e. conveying the proper meaning, and not translating word for word.

The exceptions to which I have just referred, relate as N°1 to the Incorporator: It would not be well here in France, for us as Bankers, to play the part of promoters, & our object is that ~~the~~ while our firm or their respective partners will subscribe the great majority of the stock, we will wish to take in at the first start ~~some others~~ whose concurrence could be of effective benefit to the company, which is purely a matter of form, besides you know with whom you are dealing.

N°2. To commence with a capital of but Frs. 1,000,000 will make it easier for securing subscribers to cover the point of the limitation of the company after incurring a loss of 1/4. Not likely that that will occur besides the provision is made for increasing the capital as required for proper development.

N°3 The creation of a Société Civile is for the sole purpose of providing the means for any change, if such should become advisable. As however the voting power in the Sté. Civile is vested exclusively in the holders of the Founders shares & you hold two thirds of them nothing can be done without your previous consent besides your name has been put in as sole administrator of the Sté. Civile so there is no risk whatever on your part. Now let us have your views as soon as possible so that we can go ahead.

I am delighted to see by the papers that you are progressing so satisfactorily after the operation.

Kind regards & sincerely yours,

(Signed) John H. Harjes.

P. S. In my letter of Dec. 6h. I wrote you that we had our eye on a Mr. Roy de la Tour as possible head manager of the factory's works. Please reread that part of my letter & let me have your views now the idea impresses you considering his book on electricity also my suggestion as to sending him (or any manager) to you for a month or six weeks to study details on the spot. He has impressed us favourably & I dare say if we wanted him we would have to give three month's notice where he now is (at the Five Lilles) before we could get him. I think Mr. Dick knows him.

[ENCLOSURE]

COPY.

April 13th, 1905.

My dear Mr. Edison,

We are without reply to the firm's letter of Feb. 7, but I take it that first the operation, and then your well-earned rest to the luxurious retreat to gather in oranges and silver-fishes ( what you call them - Tarphalins ?) are a sufficient excuse for the delay and Mr. Dick's assurance that you are "allright" is all I wished to know for the time being.

I have not seen Mr. Dick who returns to your side by the steamer "Deutschland" which carries this letter, and as he is likely to go at once to you, I want you to be posted about my present position with him for the five per cent I bought of him. It seems that - as he explains now in his letters to me - that his written remark over his signature "I withdraw in Mr. Bergmann's favor" was a mere blind to enable Bergmann to act more freely in arranging for the company in Berlin and that his (Dick's) remaining interests are quite sufficient to safeguard my five per cent.

I had written him to Berlin first on January 20 - when he expected to reach there - and then on Feb. 21st - his delayed arrival in both cases in the sense of my letter, which I sent you last year for perusal, mentioning all my rights as stated in our contract of Sept. 11 - 1903, of which I have sent you a copy.

What has followed I can best bring to your knowledge by enclosing the following copies of our correspondence :

1. Letter of Mr. Dick of March 7 in reply to those two letters he found in Berlin.

2. My reply to same

3. Letter of Mr. D. of March 15 and

4. " " " " 25 "

5. My reply of March 27

6. Copy of his letter of Apr. 5

Perhaps it might not be agreeable to him to learn that I had sent you these copies, but there ~~can~~ be no objection if you tell him that I had written you as to the result of our correspondence that my five per cent were to hold good for the whole of Europe, and that he had promised to arrange the needful with you on returning home.

Your idea, as Mr. Dick states, to form a separate company in New Jersey for the division of the profits seems to me a capital idea, sound and rational, and ought to be very satisfactory to everyone interested.

Mr. Dick offered me 200 shares in your American (Battery) Company which I bought and paid him for in cash through J. S. Morgan & Co., London.

I hope you have returned completely restored and in best of shape for work and real enjoyment of life.

With kindest regards

Sincerely Yours

[Sgd] Joh. H. Harjes

I spent some weeks at Grasse on the Mediterranean and returned yesterday.

[ENCLOSURE]

Carlton Hotel,  
Pall Mall,  
LONDON.

March, 7, 1905 .

My dear Mr. Marjess:

Your two letters of Jan'y 20th & Feb'y 21 st, were both rec'd by me at Berlin last Thursday, but as I was so busy with Bergmann I did not reply. You will forgive me I know when I say that your letters not only made me smile but really laugh. The clause you mention "resigning in Bergmann's favor" was only to give him absolutely the power to close as I had the contract with Edison-I did not give up my profits. Whatever is received from Germany will be handed me by Edison- he only recognizes Bergmann as the promoter in Germany. The German Company has been formed with a capital of M. 3,000,000. of which 25 % has been <sup>paid</sup> ~~paid~~ in & now is in the treasury of the Company. The stocks was subscribed by the Deutsche Bank ( 2,000,000 ) and the Dresdner Bank & Bergmann. The contract is now <sup>being</sup> ~~has~~ drawn by the bank for Mr. Edison to sign on the lines of the option given by him which was accepted by the Bank, as Bergmann had to do work & subscribed for a large amount of the capital I gave up a portion of my share but that does not affect you for in the copy of the sample which shows an ~~an~~ output of 300 coils per day which you have seen as a copy was given Mr. Waddington my proportion will be about dollar 50,000 yearly. What I regret is that Edison stubbornly refused to accept any cable. I always said that I wanted all the cash you put in paid back to you so that you would have no investment whatever and this worries me.

Bergmann was willing to pay a large amount in cash and we could have received same from English people who were in Orange ~~proposed~~ to close but Edison would not do it. He would not enter into any arrangement where he received any payment in cash. As fast as the contracts are completed in the several contrys (none as yet are) Edison proposes to form a small Company ~~in~~ N. Jersey, the whole capital stock of which will be divided among the parties interested in the proportion of their interest. The royalties & profits will be paid to this Company, & not to Mr. Edison and will be divided.



[ENCLOSURE]

-2-

among the shareholders. This protects all parties & will protect all concerned in the event of Edison's death or the death of any one of the parties interested. I trust this arrangement will be satisfactory to you & I supposed you thoroughly understood all of this. Your proportion as I make it out will be 4.375% which I arrive at as follows: For £6,000.- you were to receive 5%, as you have paid £5250 you would receive  $\frac{5250}{6000}$  of 5% =  $\frac{7}{8}$  of 5% = 4.375% of the royalties & also the profits. If I am wrong correct me.

Kenneth is getting along fine & should be as well as any one in a few months. I trust you & Mrs. Harjes are well. With best wishes, I am,

Sincerely Yours,

(signed) H. E. Dick.

[ENCLOSURE]

2.  
COPY.

LE GRAND HOTEL.

Grasse, A. M. March 12, 05

Dear Mr. Dick,

I have received via Paris, your letter from London after 7th inst.

You may laugh, but he who laughs last, laughs best. I defy anyone who reads your remark over your signature to the agreement between Mr. Edison, Mr. Bergmann, and yourself, namely:

"So far as Germany, Austria and Hungary are concerned, I "withdraw in favor of Mr. Bergmann." differently from what I did, namely that you had parted with your part of the interests for those three countries in favor of Mr. Bergmann, and in that reading I was more and more confirmed, as you gave no explanation to my son's personally or written request, nor to my own, except that you would see me personally in Paris.

A few words such as you now wrote me from London, would have avoided lots of annoyances.

You now write:

"I did not give up my profits. Whatever is received from "Germany will be handed me by Edison. I gave up a portion of "my share (to Bergmann) but that does not affect you. You "would receive  $\frac{5,250}{8,000}$  of 5 % =  $\frac{7}{8}$  % of 5 % = 4,375 % of the "royalties and also the profits."

This your calculation you base on my having paid to you of the £ 6,000.- but £ 5,250.- Let me say here at once that I wish to keep up the contract I made with you, in its Entirety.

[ENCLOSURE]

say a payment of in all £ 6,000.- against 5 %, as the contract calls for:

"of whatever gross amount comes to Thomas Edison and his  
"friends of the total amount created in any company formed  
"in any country of Europe."

and the £ 750.- will be at your disposal as soon as I shall have Mr. Edison's consentment to the above, for, after all that has passed you must consider it but fair and equitable, when I claim that, more especially, as when you made your agreement with Morgan, Harjos & Co you told me you were authorized to act for Mr. Edison. I never had the remotest doubt, but what he knew of the contract you made with me for the 5 %, for surely it was of interest to him in his arrangements with you and I was not a little surprised to learn he knew nothing about it. My 5 % did not relate to what comes to you only, but as plain as words can express it, it relates to the gross amount coming to him for himself and all interested with him, and if, as you now tell me:

"Edison proposes to form a small company in New Jersey,  
"the whole of which will be divided among the parties interest-  
"ed in the proportion of their interest. The royalties and  
"profits will be paid to this company and not to Mr. Edison,  
"and will be divided among the shareholders. You will receive  
"your ~~5,250~~ of 5 %."  
6,000

I expect to remain in the South some weeks longer and shall expect your reply to the present here.

Your good report about your son was a pleasure to learn and I am glad Mrs. Dick acted promptly and you followed

[ENCLOSURE]

it up in the same spirit.

My wife & daughter are with me and all keep well.

I remain,

Sincerely yours,

(Signed) John H. Harjes.

[ENCLOSURE]

3. C.O.P.Y.

Carlton Hotel, Pall Mall,  
London, March 16; 1906.

Dear Mr. Harjes,

I have yours of the 18th. inst. & must say that I meant no disrespect to you when I said that I laughed regarding the Bergmann matter. I was only happy to know that I had learned the cause of your misunderstanding regarding our matters.

For the life of me I could not make out what you meant by my protecting you &c. I inferred that it was because no cash was received a matter which I could not control. It did not occur to me that you would harbor the thought for a moment that I would not carry out what you were rightly entitled to under our arrangements. I expected to come over every week whenever I would sit down & go over all the different phases of the business together but it seemed somehow that I could not get away. When Bergmann was getting ready to sail back to Germany to form the company he was aware that he had met some of the directors of the Deutsche Bank & had lunched with them he being present. Better matters were talked over & Bergmann informed them that I had full charge but that he was also interested. He was anxious to clear this away so Bergmann could do the business without me & that was the only reason I signed this clause after Mr. Edison's signature.

The German business was not talked over with your son or Mr. Waddington. They had a copy of what Bergmann took with him solely as a guide for what would be done in France. Your son never asked me regarding this. I expected to sail on Jan. 3rd. but on Christmas Day I was obliged to go to bed with the influenza & I had quite a siege of it. Then came Kenneth's trouble & I could not get away. One of my reasons for insisting on a good amount of cash in each company was that I had been obliged to expend so much money & as I am in only most modest circumstances it was a great strain on me. Edison knew this & said that I might have to part with portions of my interest from time to time. I told him that I had made a deal with you personally but did not go into the details as it was an arrangement between ourselves.

Now one more point - I brought a letter from Edison to you. That stated our relations regarding the business & I never made any statement enlarging it. Not receiving any cash in these matters has been an inconvenient reality to me but as it was in Edison's hands to do as he wished I resign myself to this fact unpleasant as it is for me & also because I was most anxious to return you your money. I would rather come out of this matter out of pocket than have you think I would not do with you just what I agreed. With kindest wishes I am,

Sincerely yours,  
(Signed) R. E. Dick.

[ENCLOSURE]

4.  
Carlton Hotel  
Fall Mall,  
London, March 25 1905

Dear Mr. Harjes:

I have your letter of the 22nd. and will say that if you will write me just how you would like to have Edison advise you that he has knowledge of our arrangement, and what you would like to have him do to assure you, I will attend to it on my return.

I expect now to return to New York immediately after our Syndicate General meeting which we expect to hold Apl. 11th..- This meeting has been held over pending my arrival.

Mr. Edison I believe is now in Florida & this may account for your delay in hearing from him. He is all right.

I have just had a letter from Bergmann in reference to his bid for \$9,000.-which was accepted yesterday by the Dunderland Board for switch boards & cables ect - one of the last contracts to be awarded. At the end of his letter he says that if Edison gives him the active material that he has ordered promptly he can turn out batteries in six weeks. These however would not be put on the market just now but would be first thoroughly tested ect to see that they were all right. He has a beautiful factory - the old Garvin Plant.

With best wishes to you all I am

Sincerely Yours

(signed) H. E. Dick.

[ENCLOSURE]

5  
Le Grand Hotel

Grasse

27th March, 1905

Dear Mr Dick,

Yours of the 25th just to hand and I am glad of the decision Underland Board not to part with their ordinary shares.

As to what you ought to arrange with Mr. Edison, that matter seems to me to be very simple. I have always thought that what you told me of course was your own and ample to come out of what Mr Edison had to turn over to you, and that he instead of turning it over to you, would give that portion (I thought) to me instead, so the simplest manner would be, that he would write me that he would do so, and that is just what you said in your letter from London March 7th, 1905: " I (D) understand that you ( i.e. Harjes) would receive 5% of the royalties and also the profits ", of course it ought to be added as the contract says:

" of the gross amount of whatever comes to Thomas Edison and his friends from any company formed in any country of Europe."

If Mr. Edison forms the holding company as you said he intended to do in New Jersey and distributes the number of shares to each party as interested, nothing seems simpler than my request as above. ✕

As to buying any of your shares in the American Edison Battery business, I must say frankly that after all that has passed and my interests in those of Europe, I am not very hungry for them; (of course as soon as I shall have Mr Edison's assurance as stated, the

[ENCLOSURE]

2

remaining \$750 will be at your disposal ), and certainly not at your price of 150. However to cover a distribution of chances, I will take 50,100, 150 or 200 of your shares at \$100 each, and I am indifferent as to which of the 4 lots you may fix at. You can deliver them to Messrs J.P. Morgan & Co. in New York, whom I would instruct to pay you though if you prefer, I can request Morgan,Harjes & Co. to pay you a thousand or two dollars in advance.

With kind regards

Sincerely yours

(Sgd.) John H:Harjes



[ENCLOSURE]

Copy

Carlton Hotel  
Pall Mall  
London.  
5th April, 1905.

Dear Mr Harjes;

Thank you so much for your letter March 31st.  
I have delivered the shares to Messrs Morgan and received the money. Edison and I have paid our calls as you can see from balance sheet I send you and I have also paid up some other matters which makes me absolutely free and clear ~~xxx~~ here. You are not "old fashioned" only "straight as a line". I have done business all my life in my modest way and tried to do what was right, and so far as I know no one can say otherwise. The peace of mind that this gives me is worth more to me than great riches..

The balance sheet of the Syndicate was made up with a view of being as "formal" as possible. The income tax people are after us and all our members understand what we have in our "strong box", although we don't state the amount.

With my very best wishes I am

Sincerely Yours  
(sigd.) H.E. Dick

P.S. I am sailing on the "Deutschland" the 14th.

[ENCLOSURE]

**DOW, JONES & CO.**  
THE WALL STREET JOURNAL. NEWS BULLETIN.  
ELECTRIC PAGE NEWS TICKER.

44 Broad Street.

Telephone One Broad.

Friday, July 28, 1905.

No. 51

**EDISON'S LIGHT BATTERY.**

Thomas A. Edison, at the Hotel Walton, in Philadelphia, made the unqualified declaration that he had solved the problem of providing cheap and serviceable electric traction for vehicles.

"By October my light battery will be ready for the market and we will be ready to equip automobiles of all descriptions," he said. "To reach a definite conclusion of its possibilities I manufactured 14,000 cells, and equipped about 100 conveyances of all descriptions. In Washington we attached the batteries to a number of express delivery wagons, with the result that after many months the cost of operation has been found to be 88% of that of horses.

"The batteries manufactured varied in types, so that I might obtain the happy average I wished to strike, and I am prepared to make the unqualified statement that the Edison battery will revolutionize the storage battery problem.

"It will weigh just one-half of the present battery in general use, and will be about the same size, although it stands somewhat higher in its proportion than the other.

"As to its power, there can be no question. I had a big two-ton car brought to my factory in Orange, where it was fitted with cells, and we took it out and sent it over the roads of New Jersey at thirty-three miles an hour.

"The new factory, where the new cell batteries are to be manufactured, is being erected in Orange, and automobiles will be built and equipped there."

J. P. MORGAN & CO.  
225 N. GORGE STREET.  
NEW YORK.  
J. P. MORGAN & CO.  
PHILADELPHIA.  
MORGAN, HARJES & CO.  
PARIS.

New York, Aug. 15th. 1905.

*Say to Morgan Harjes & Co. that our answer  
was sent a long time ago & that  
as soon as I have the new model  
I will fully test it & will take up  
the matter of French Co  
Orange, N. J. just where we left off -  
Edison*

Dear Sir:-

As we failed to reach you by telephone today, we would mention that it was our desire to ask your attention to the letter of Messrs. Morgan, Harjes & Co. of Paris, to you, under date of Feb. 7th. last, to which they appear to be still without a reply. They would like to know very much whether or not they are likely to hear from you on the subject in the near future.

We would appreciate a line from you in regard to the above.

Yours very truly,

*J. P. Morgan*  
I will sign letter

Telegrams & Cables: "RANDOMIX, LONDON."  
Telephone No. 5050, HOLBORN.

TRADE  
**Thomas A Edison**  
MARK

*Battery Storage*  
Cable Codes Used: A.L., A.S.C., COMMERCIAL,  
LEECH'S AND HUNTING'S.

**Thomas A.  
EDISON'S**

Photographs,  
Gold Moulded  
Records,  
Protecting  
Kinescopes,  
Original Films,  
Barry Fan  
Motors,  
Edison-Primary  
Batteries,  
Dens and Edison Automatic Hand,  
Numbering Machines.

EUROPEAN HEADQUARTERS  
OF THE

**NATIONAL PHONOGRAPH GO. Ltd.  
EDISON MANUFACTURING GO. Ltd.**

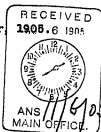
25, Clerkenwell Road,  
London, E.C.

FACTORIES:  
Orange, N.J.,  
U.S.A.  
+  
Berlin.  
+  
Paris.  
+  
Brussels.

IN REPLYING ADDRESS THE COMPANY NOT  
THE INDIVIDUAL AND MENTION THESE INITIALS:

*W. E. Gilmore*  
W. E. Gilmore, Esq.,  
Orange, New Jersey, U.S.A.

26th October



My dear Sir:

I beg to acknowledge with thanks your letter of the 16th enclosing copy of letter which you wrote to Mr. Parshall.

It is very fortunate that I had said but very little to Parshall on the subject of batteries, but what I did say you have absolutely confirmed.

Both Blackwell and Parshall, particularly the former, are extremely anxious to have the battery situation get in motion. They have some pretty good schemes on hand which look like money-makers, provided they could get the cells. I have not all the particulars, although I have been given an inkling as to what is in the wind.

When I get sufficient information to make it of any use I will write you all particulars.

Very truly yours,

*J. P. Schenck*

*Note: - copied in legal dict. book because J. P. R. had gone*

November 4, 1905.

John H. Harjes, Esq.,  
Paris, France.

Dear Mr. Harjes:--

Your son has requested me to write you  
regarding the matter of Mr. Dick's assignment to you of -

"5% of the gross amount of whatever amount of cash  
or equivalent of cash and shares comes to Thomas  
Edison and his friends of the total amount created  
in any Company, formed in any country of Europe  
for the exploitation of the Edison battery lately  
invented, including all subsequent additions and  
improvements".

I beg to advise you:

- 1.- Assuming that Mr. Dick has not parted with any  
further proportion of his share in the battery than to your-  
self and Mr. Bergmann, I believe that you are entirely secure.
  - 2.- I will not make any distribution of profits or royal-  
ties to Mr. Dick until the matter of your contract with him is  
settled, unless, of course, required to do so by order of Court.
- Yours very truly,

23 Wall Street.  
New York.

November 24th, 1905.

Frank L. Dyer, Esq.,

Orange, N. J.

My Dear Sir:-

Thank you for your letter of November 20th, which I have been unable to answer before, as Mr. Cachard could not get the proposed French contract before to-day, which I beg to enclose herewith.

Contrary to your remark in your letter of November 20th that the agreement in question could not be made until the French company had actually been formed, Mr. Cachard seems to think that Mr. Edison ought to sign the enclosed one, which we could then either transfer to the company to be formed, or at that time have another similar one drawn up.

Both Mr. Cachard and I are sailing next Tuesday for France, and I very much desire to have something definite to take over with me.

It is materially impossible for me or Mr. Cachard to go over to Orange either to-morrow or Monday, and I would greatly appreciate it, in case Mr. Edison or you should wish any changes in the enclosed agreement, if you could come over here sometime to-morrow. Kindly give me an answer by bearer, and oblige,

Very truly yours,

*H. P. Morgan*

Nov. 25 1905.

H.H. Harjes, Esq.,  
23 Wall Street,  
New York City.

My dear Sir:-

Your letter of the 24th inst. was handed me by your messenger with enclosed proposed French contract prepared by Mr. Cachard.

It was understood that whatever contract Mr. Edison made in France would follow the lines of the German agreement, but the proposed contract which you send me is entirely different from the German agreement and contains provisions that are quite foreign to anything in the German agreement, and quite foreign to anything previously considered. In discussing the matter with Mr. Edison, he wishes me to say that if you will have a contract prepared, drawn strictly on the lines of the German agreement, he will consider the same and will advise you whether he will sign it after the French Company is formed, but under no circumstances will he make any contracts at this time or sign any agreements.

Yours very truly,

FEL/ARK.

Nov. 27, 1905.

Messrs. Morgan, Harjes Company,  
Paris, France.

Gentlemen:-

As a result of the several interviews which I have had with Mr. H.K. Harjes, I give below an example of the contract that I would be willing to make with a French corporation to be formed for the purpose of exploiting the Edison storage battery in France, its colonies and countries under its Protectorate, under patents which have been or may be granted to me or to my assignants, and assigned to me relating to such batteries. It is understood that the company in question shall not be formed until I am fully satisfied that it will be safe to do so, and on the other hand, the formation of the company must be completed within six months from the time that batteries are actually manufactured in Germany, of which fact I will give you notice in writing.

PROPOSED AGREEMENT

THIS AGREEMENT made this                      day of  
in the year One thousand, nine hundred and                      , by and between  
THOMAS A. EDISON of Orange, New Jersey, party of the first part,



No. 2

and a corporation organized under the laws of the Republic of France, party of the second part, hereinafter called the Company, WITNESSETH:

WHEREAS, the party of the first part is disposed to grant to the party of the second part, the sole and exclusive license for manufacturing and selling the Edison storage battery in France, its Colonies and countries under its Protectorate: and

WHEREAS, the Company has been formed under the laws of the Republic of France with a capital of Three Million Francs in French Currency, divided into six thousand shares of five hundred francs each, for the purpose of manufacturing and selling the Edison storage battery in France, its Colonies and countries under its Protectorate, under the terms and conditions hereinafter recited:

NOW, THEREFORE IN CONSIDERATION OF THE PREMISES,  
This agreement witnesseth:

First: The party of the ~~first~~ part grants to the party of the second part, the sole and exclusive and non-assignable license to manufacture and sell Edison storage batteries in France, its Colonies and countries under its Protectorate under the patents now granted in France, or which may be granted on applications now pending or filed up to September 28th, 1915, including certificates of addition on such patents and including any patents which may be taken out in the name of his assistants

No. 3

and assigned to him up to September 28th, 1915, as follows:  
(here to follow list of patents issued and applied for when agreement is made)

Second: In consideration for the license above granted the party of the second part will pay the party of the first part, or his assigns, a royalty of three francs in French currency on each Standard cell of 18 plates, 24 pockets per plate of the present type manufactured by the company, during the life of any of said patents, and a corresponding royalty at the same rate per 18 plates on all other Edison cells of the present type which the company may manufacture during the same time. If, however, the type of said cells is changed, the royalties payable thereon shall be based on the maximum capacity as the present type Edison cells of 18 plates, 24 pockets per plate, and being proportionately increased or decreased as the capacity of such new cells may be greater or less than the present type of Edison cells of 18 plates, 24 pockets per plate. When all the said patents shall have expired the payment of the royalties shall cease. It is however, expressly agreed that the party of the first part shall forego one-half of his royalties until cumulative dividends at the rate of six percent per annum on the capital stock actually paid shall be fully paid, provided however, that in the event of any royalties being deferred, the unpaid proportion thereof shall be also cumulative and shall be paid to the party of the first part before any division of the net profits. In addition to the royalties above provided, the party of the first part shall participate in the surplus earnings of the company in each and every fiscal year after the

No. 4

payment of said royalties and cumulative dividends and providing for the minimum legal reserve fund, to the extent of 50 per cent of such surplus earnings. Such distribution of any surplus earnings shall be made within ninety days after the end of each and every fiscal year of the company and for such purpose there shall be an annual accounting of the business done by the company in each year to be made by public accountants in accordance with the French Laws. The foregoing participation of the party of the first part in the surplus earnings of the company shall continue so long as the company may exist. Payment of royalties shall be made quarterly. All amounts due the party of the first part shall, at his election, be made by the party of the second part either in Paris or in New York.

Third: The company binds itself irrevocably

- (1) Not to increase its capital,
- (2) Nor to consolidate with or purchase the rights of any other company,
- (3) Nor to sell or transfer, or in any way impair the rights acquired by this agreement,
- (4) Nor to use its earnings for increasing the capacity of its plant,
- (5) Nor to put in reserve more than 10 per cent of its net earnings,
- (6) Nor to purchase or manufacture any other article than Edison storage batteries,
- (7) Nor to go into the business of renting batteries, nor to enter into any obligations

No. 5.

beyond its capacity to pay therefor out of its cash capital,  
without the consent of the <sup>party</sup> ~~party~~ of the <sup>first</sup> ~~part~~, or his assigns.

It is further agreed that the company shall not sell Edison batteries for export to any other country outside of France its Colonies or countries under its Protectorate, nor knowingly sell the same to persons, firms, or corporations doing an exporting business, unless with the express permission of the party of the first part. The party of the first part agrees on the other hand, that in disposing of his rights under the patents, applications for patents, or additional certificates in any other countries outside of France, its Colonies and countries under its Protectorate, he will insert similar provisions in any license agreements, prohibiting exportation of Edison storage batteries into France, its Colonies and countries under its Protectorates.

Fourth: The expense for carrying on law suits, or other legal proceedings brought by or against the company and involving the rights of the company to work the aforesaid patents, applications or certificates of addition, shall be borne equally between the parties hereto. In such cases, the party of the first part shall be entitled to employ such counsel to follow his own instructions and to control such suits or other legal proceedings in collaboration with the counsel of the company.

Fifth: The party of the first part shall furnish at cost, drawings of any improved machinery for manufacturing the batteries which he may make during the existence of the present

No. 6

agreement. Until suitable facilities are provided for manufacturing the active chemical materials necessary for the battery, the party of the first part shall furnish the said chemicals at a profit of twenty-five per cent over and above actual cost.

Sixth: The books of the company shall be open to inspection of the party of the first part at all reasonable times. A report of the business done shall be furnished to the party of the first part every month, beginning from the time the first batteries shall have been sold.

Seventh: All government fees and duties for filing this contract, and all government taxes on the patents herein contemplated shall be paid by the party of the first part, but he shall in no way be accountable to the company for failing to maintain any of said patents in force.

Eighth: This agreement shall lose its force and terminate upon failure of the company to carry out the terms and conditions hereof, but without prejudice to the rights of the party of the first part to sue for and recover damages for its breach, and in the event of such termination, the license herein granted shall be considered as cancelled and without force and effect.

IN WITNESS WHEREOF, etc.

No. 7.

In submitting the above proposed contract, it is understood that the government taxes to be paid for registering the same will not exceed One Thousand Dollars, and it is of course also understood that the agreement will not be made until the entire capital stock of the company has been subscribed for at par and twenty-five per cent paid in, the remaining seventy-five per cent to be subject to call by the Board of Directors, as needed.

Yours truly,

[ATTACHMENT]

THIS AGREEMENT, made this                      day of  
in the year one thousand nine hundred and                      by and be-  
tween MR. THOMAS A. EDISON, of Orange, New Jersey, party of the  
first part, and MESSRS. MORGAN, HARJES & COMPANY, Bankers of  
the City of Paris, France, parties of the second part, WIT-  
NESSETH, as follows:

WHEREAS, the party of the first part is disposed to grant  
to the parties of the second part, an exclusive license for  
manufacturing and selling his Edison Storage Battery in France,  
its colonies and countries under its protectorate.

WHEREAS, the parties of the second part are about to form  
a corporation under the laws of the Republic of France for the  
use of said license,

NOW THEREFORE, IN CONSIDERATION OF THE PREMISES, THIS  
AGREEMENT WITNESSETH:

FIRST. The party of the first part grants to the parties  
of the second part, a sole and exclusive license to manufac-  
ture and sell Edison Storage Batteries in France, its colonies  
and countries under its protectorate, under all his patents or  
applications for improvements or additional certificates, apply-  
ing to storage batteries in said countries, including all pa-  
tents, applications or additional certificates belonging to or  
taken out in the name of his assistants, or which may be as-  
signed to him as follows:

[ATTACHMENT]

-2-

SECOND. The parties of the second part shall form a corporation under the laws of the Republic of France, with a capital of \$3,000,000 francs, in French currency, divided into 6,000 shares of 500 francs each, for the working of such patents, applications or additional certificates, and the party of the first part shall execute and deliver to the parties of the second part all further assignments or agreements in order to transfer to such corporation the license hereby granted under the conditions herein set forth. The parties of the second part shall be at liberty to assign this agreement to such corporation if deemed more expedient.

THIRD. The party of the first part shall be paid a royalty of three francs in French currency, on each Edison standard cell of 18 plates, 24 pockets per plate, manufactured during the life of any of said patents and a corresponding royalty at the same rate per 18 plates on all other Edison cells which the said corporation may manufacture. If, however, the type of cells is changed, the royalties payable thereon shall be based on the maximum capacity as the present type Edison cells of 18 plates, 24 pockets per plate, and being proportionally increased or decreased as the capacity of such new cells may be greater or less than the present type of Edison cells of 18 plates, 24 pockets per plate. When all the said patents shall have expired, the payment of the royalties shall cease.

It is however, expressly agreed that the party of the first part shall forego one-half of his royalties until the cumulative interest at the rate of six per cent. on the amount of the capital stock actually paid in shall be fully paid.

In addition to such royalties, the party of the first part shall receive fifty per cent. of the net profits of the said corporation, after deduction of all charges, the legal reserve fund, proper writing off for depreciation and other incidental and necessary expenses.

The payments of the royalties shall be made quarterly either in Paris or New York, as the party of the first part may prefer.



[ATTACHMENT]

-3-

FOURTH. The corporation so to be formed shall not be at liberty to increase its capital, to consolidate with or acquire by purchase the rights of any other company, to assign the license hereby granted, to manufacture or sell any other articles than Edison Storage Batteries, to use its earnings, to increase its plant, to lease batteries, nor to enter into any obligations beyond its capacity to pay therefor, out of the capital, without the consent of the party of the first part.

IT IS FURTHER AGREED that such corporation shall not sell Edison Batteries for export to any countries outside of France, its colonies or countries under its protectorate, nor knowingly sell the same to persons, firms or corporations doing an exporting business unless with the express permission of the party of the first part.

The party of the first part agrees on the other hand, that in disposing of his rights under the patents, applications for patents, or additional certificates in any other countries, outside of France, its colonies and countries under its protectorate, he will insert similar provisions in all agreements for licenses, assignment of the patents, etc., so as to prevent the importation into France, its colonies and countries under its protectorate, of Edison Storage Batteries.

FIFTH. The expenses for carrying on lawsuits, or other legal proceedings brought by or against the company and involving the rights of the company so to be formed to work the aforesaid patents, applications or certificates of addition, shall be borne equally between such company and the party of the first part.

In such cases the party of the first part shall be entitled to employ special counsel.

SIXTH. The party of the first part shall furnish at cost drawings of any improved machinery which he may make for manufacturing batteries. Until suitable facilities are provided

[ATTACHMENT]

-4-

for manufacturing the active chemical materials necessary for the battery, the party of the first part shall furnish the said chemicals at a profit of twenty-five per cent over and above actual cost.

SEVENTH. The books of the company shall be open to the inspection of the party of the first part at all reasonable times.

A report of the business done shall be furnished to the party of the first part every month beginning from the time the first batteries shall have been sold.

EIGHTH. This agreement is made for a period of ten years from its date, with the privilege for the parties of the second part to renew it for a further period of ten years, by giving the party of the first part a written notice three months in advance before the expiration of such period, and at the expiration of the second period of ten years, should the parties of the second part avail themselves of the privilege of continuing this agreement, they will likewise have the right to renew it for another period of ten years, by giving a like notice three months in advance.

NINTH. All government fees and duties for filing this contract or any new one which may take the place thereof, and all taxes in consequence of the license hereby conferred, shall be paid by the party of the first part.

[TRANSLATION FOLLOWS]

Lima, 1 de Diciembre de 1905.

Señor

T H O M A S A. E D I S O N

O R A N G E

---

Muy señor mío:-

Me tomo la libertad de molestar su atención sobre un asunto de suma importancia para la Cia. en cuyo nombre me dirijo à U.

Hacen dos años estubo en esa ci el señor N.G. Masters à comprar automòviles eléctricos, en número de 6, y escribió que los utilizaría con las baterías de acumuladores liviana de su invención. -Algùn tiempo despùes escribió que las había U. retirado del mercado por haber hallado algunas imperfecciones y que no daban el resultado que de ellas se esperaba. En esta virtud, como quiera que la casa Fainier había construido los carros, se complementaron con acumuladores Gould.

Ahora, en cambio, se dice aquí que U. ha vuelto à lanzar al mercado su acumulador liviano perfeccionado y con toda clase de garantías. En esta virtud le suplico se sirva darme los datos siguientes:- Poseyendo aquí la Cia. seis omnibus, ¿cuantos acumuladores son necesarios para que hagan un servicio mínimo de 12 horas al día? A qué precio se venden y que duración tienen?

¿ Qué tiempo necesitan para ser cargados?

En el caso de sus acumuladores estèn ya en venta y la Cia. los adquiriera, ¿tiene U. inconveniente en mandar un perito de sus vastas oficinas para que venga al Perú à hacerse cargo de la carga y cuidado de los acumuladores? ¿Acuales condiciones podría venir?

[TRANSLATION FOLLOWS]

---2---

Thomas A. Edison

En caso de que su contestación fuese favorable para los intereses de la Cin. se daría la orden por "cable" y el pago de los acumuladores sería al contado.

Incluida en esta le remito una fotografía de los carros para que se haga U. cargo exacto del modelo. Además teniendo la fotografía lo será muy fácil obtener datos de los constructores y ver si una modificación pueden ser colocando sus acumuladores en su caja respectiva.

Supliéndole distender la molestia que le ocasiono de un grato suscríbeme de U. muy atento y S. S.

p la Compañía de Automóviles "Jinn"



Dirección:- Apartado 747, Lima, Perú.

Battery - Gen.

Hebrew.

Let Rec. get data so we can answer him  
Five years ago bought 6 automobiles and  
wanted to have them equipped with your accumulators.  
Was told then that you had withdrawn them from  
the market on account of some imperfect ones.  
In that case, as the firm of Repinier built the cars,  
they were also to furnish them with Gould-batteries.  
Now they say in Lima that you put your improved  
batteries on the market again with all sorts of guarantees.  
The therefore asks:

This company owns 6 omnibuses, how many batteries  
are necessary to run them 8 hours daily on a minimum?

How do you sell them and how long do the last?

How much time will the charging require?

In the case, that your batteries are already for sale  
and his company will buy them, would it be inconvenient  
for you to send an expert of your extensive office  
to Peru to take charge of the accumulators?

At what conditions could he come?

If your answers said his company, they will give  
you the order by cable and pay cash for the batteries

over

Enclosed is a picture of one of their cars, so  
that you may get an idea of what is needed.

Battery - England

POSTAL TELEGRAPH



COMMERCIAL CABLES

CLARENCE H. MACRAY, PRESIDENT.

**TELEGRAM**

REGISTERED TRADE-MARK. DESIGN PATENT NO. 883427

The Postal Telegraph-Cable Company (Incorporated) transmits and delivers this message subject to the terms and conditions printed on the back of this blank.

TO	FROM	REPLY BY	REPLY BY	CHECK
Edison	Orange	Dec 5	Dec 5	
Date				Received at
Orange				(WHERE ANY REPLY SHOULD BE SENT.)
Reach, New York, Glenview				Dec 5
201 MAIN ST., ORANGE, N. J.				2905
Carls, Pittsburgh at your disposal				
Meantime address Holland House				
Parshall				

Phone 1025

Please reply by THIS line.

5 B - Snylenk  
M  
J.P. MORGAN & CO.  
Wall Street Branch.  
New York.  
DUCKETT & CO.  
Philadelphia.  
MORGAN, BARNES & CO.  
Paris.

DEC - 9 1905

New York,

December 7th, 1905.

Thomas A. Edison, Esq.,

Orange, New Jersey.

Dear Sir:-

We have just received a cable from Mr. J.P. Morgan, Jr., London, asking us to find out from you whether you are not yet ready to go ahead with the Battery, and if not, how soon. It is nearly a year now, (January 13th, 1905), since you agreed to draw up a contract for the English Company, and we wish to urge upon you the importance of drawing it up and submitting it to Messrs. J. S. Morgan & Co. without further delay.

Kindly let us hear from you in order that we may advise Mr. Morgan.

Yours very truly,

*J.P. Morgan*

I will probably be ready  
to draw up final Contract  
by the middle of February  
Tell Morgan is not to shoot at me with cables  
I want to start with a perfectly proper  
letter about the Battery



Johnny

Dec. 4, 1935

File the Hargis Deck letter  
and show to Dyer & have  
him draught a letter  
of acknowledgment

Σ

Mr. Thomas A. Edison  
Orange  
N. J.

Dear Sir,

By reason of my  
contract with Mr. John H. Karpis  
of Paris, made on Sept 11<sup>th</sup>  
1903, according to which,

- Mr. H. K. Karpis sells to
- John H. Karpis five percent
- of the Gross amount of
- ~~the total amount of~~ cash or equivalent of cash,
- and shares, comes to Thomas
- A. Edison and his friends,
- of the total amount created
- in any company formed
- in any country of Europe
- for the exploitation of the
- Edison battery lately invented,
- including all subsequent
- additions and/or improvements

for which said five percent  
Mr. Karpis has paid me a  
valuable equivalent in money.  
I therefore hereby authorize  
and request you, that of what-  
ever I am entitled to and  
ought to come to me as my  
share of the proceeds from any  
company formed or to be  
formed in any country of  
Europe for the exploitation  
of the said Edison battery,  
you will first satisfy the  
said five percent I have sold  
to Mr. Karpis, before giving  
any part to me. —

Done and signed by me  
at Chicago Ill. the 9<sup>th</sup> of June 1905  
signed in presence of

J. C. Dick

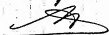
Witness W. A. Waterbury,

STATE OF ILLINOIS }  
COUNTY OF COOK }

Subscribed and sworn to before me this  
9<sup>th</sup> day of DECEMBER 1905  
My Commission Expires  
April 17, 1907.

George C. Bradley  
Notary Public

[ATTACHMENT]

By this same mail  
I wrote you a chatty  
letter under separate  
cover, - time enough  
to read it when you  
have nothing else on hand  
Sit in your rocking chair  


*J.P. Morgan*

H  
J.P. MORGAN & CO.  
Wall Street Branch.  
New York.  
DIENST & CO.  
Philadelphia.  
MORGAN, HARRIS & CO.  
Paris.

*New York,* December 11th, 1905.

*Wm*

Thos. A. Edison, Esq.,

Orange, New Jersey.

Dear Sir:-

We have your letter of December 9th and note that you will probably be ready to draw up final contract by the middle of February. We are sending a copy of your letter to Mr. J.P. Morgan, Jr. for his information.

Yours very truly,

*J.P. Morgan & Co.*

PHILP'S HEAT DISTRIBUTORS, Ltd.



ALDERMAN'S HOUSE,  
ALDERMAN'S WALK,  
BISHOPSGATE STREET,

LONDON, E.C. Dec. 13th, 1905

Thomas A. Edison, Esq.,  
Orange, N. J., U. S. A.

Dear Mr. Edison:-

I have as yet been unable to get any batteries from Bergmann, as he is not ready to fill English orders. I am to see him next week, however, and hope to get started soon. I have orders for over 300 vehicles as soon as I can get the material. I shall send you some papers shortly in regard to a new invention for motor cars which will increase the miles run on any given battery charge about 12 per cent. This ought to be valuable to you.

I send you herewith renewal of my note, which I hope you will do me the favor to accept until I can get to work.

Wishing you the compliments of the season, I am,

Sincerely yours,

*W. C. Stewart*

P. S.--Kindly note above address.

MORGAN HARJES & C<sup>Y</sup>  
PARIS

J. P. MOROAN & C<sup>Y</sup>  
New-York

DREXEL & C<sup>Y</sup>  
Philadelphia

31, Boulevard Haussmann

Paris 20. Dec. 1905

*Dyes see me about this*  
*E*

Thos. A. Edison Esq.

Orange, N.J.

Dear Sir,

Our Mr. H.H. Harjes has handed us your letter of Nov. 27 -1905 relating to exploiting of the Edison Storage Battery in France, her Colonies, and countries under her protectorate, and embodying a proposed agreement.

We now beg to inform you that the terms are satisfactory to us, and that we accept same, it being understood that all Government taxes on your share of profits are to be borne by yourself, as stated to our Mr. H. H. Harjes.

As indicated in your letter under reply you will please furnish us with written notice as soon as you are in a position that allows of our going ahead. The matter will then receive our prompt attention.

Such notice, however, it would seem to us, ought to be given before January 1st. 1906 - a suggestion we make in order that matters may not hang fire indefinitely.

Yours faithfully

Adresse Telegraphique: HARJES-PARIS

*I shall try to write you by next mail.*  
*J. H. M.*  
*Morgan Harjes*

31, BOULEVARD HAUSMANN,

PARIS... Oct. 2<sup>nd</sup> 1900.

Mr. Thomas A. Edison  
Orange  
N. J.

My dear Sir,  
My son brought  
me your agreement,  
which you were good  
enough to give him  
about taking care of my  
interest due to me by  
Mr. H. E. Dick, relating  
to the receipts from the  
Companies in Europe  
of your electric lighting,  
and I thought it might  
be more agreeable to you

if the consent in writing  
by Mr. Dick, would be in  
your hand. - So I wrote  
the enclosed paper and sent  
it to him with request to  
sign it before a Notary,  
and I have just received  
it back from him, signed  
as requested, which I now  
hand you enclosed. -

Please let me know  
whether the whole  
arrangement now meets  
your approval and the  
enclosed paper covers all  
you desire. -

With my thanks  
sincerely yours  
John H. Marjor

[Edison to Morgan, Harjes & Co., ca.1905]

I have gone over the proposed Contract  
and I cannot agree to it - I think that  
the only fair thing if the Co is formed  
at all is that 50% of the surplus  
profits shall come to me as  
originally proposed - The shareholders  
repaying the principal from the  
surplus profits coming to them -  
My experience has taught me that  
to come out with any profit the  
division should be about  $\frac{1}{2} + \frac{1}{2}$   
between myself & the Capital  
for the reason that I am always  
tied up for a number of years  
& have an expense favorably



Costing from 60 to 85,000 per year  
to run & the Expenses of improvements  
during these years which  
Capital never thinks of paying &  
Cost falls entirely on myself  
so I must have a liberal share  
to pay these Expenses & leave  
me anything - again my  
Experience is that after all  
the patents have expired  
the Co is generally larger &  
makes more money than  
ever - That any Co with a good  
article of general utility ~~do~~

& well managed can do so in most  
 every case that I have had  
 anything to do with make  
 more than 6% on the actual  
 money put in - If one thinks that  
 the expenditure of patents would up  
 the Co. they had better not invest  
 their money - Today the phonograph  
 patents have expired yet  
 the business is infinitely more  
 extensive & profitable than  
 ever before. - ~~that~~ You  
 have misunderstood my request  
 that there should be ~~no~~ the Co.

4

do not commence wiff operations  
until I said to do so -  
what I meant is that the  
Co be so arranged that no money  
be paid in so that operations will  
not commence until I was  
satisfied that the battery  
was all right & it was safe  
to do so to the end that a  
lot of expensive changes ~~would~~  
should they be necessary would  
not be necessary -

The German Co has been put through  
 as you know on  $2/3$  rds of surplus  
 profits <sup>to myself & associates</sup> instead of  $1/2$  as in France

It would pay me very much better  
 to start a small shop in France  
 purchase unpatented parts  
 from Germany & manufacture  
 the patented parts necessary for  
 one half of the output &  
 import the other  $1/2$  which  
 the law permits -

**1905. Battery - Storage - Foreign - Bergmann, Sigmund (D-05-05)**

This folder contains correspondence and other documents relating to the patenting, manufacture, and marketing of Edison storage batteries in Germany. Most of the items are letters and telegrams exchanged by Edison and Sigmund Bergmann, a longtime Edison associate who, with the backing of the Deutsche Bank, formed the Deutsche Edison-Accumulatoren-Co. in 1904. Included are letters pertaining to blueprints, machine tools, electrolyte, patents, cobalt ores, battery cans, and other battery parts.

Approximately 60 percent of the documents have been selected. The items not selected include routine letters by Philip H. Klein, Jr., an agent of Sigmund Bergmann, and items that duplicate information in selected material.

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIBERS CODE  
and ABC, 4th. & 5th. Edition.



Bnn/W

Machine Department.

**Continuous Current Generators  
and Motors**

for Direct Coupling and Belt Driving.

**Special Motors**

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calendars  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

**Automobile Motors.**

**Alternating Current Machinery**

for all Standard Voltages and  
Periodicities.

**Generators, Motors and  
Transformers**

for Single, Two and Three Phase Current.

**Controllers and Resistances**

for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

**Starting and Regulating  
Switches**

for Direct and Alternating Current  
Motors and Generators.

**Electric Ventilators**

Exhaustors

**High Pressure Blowers  
Ventilating Fans**

for Direct and Alternating Current.

**BERGMANN ELECTRICAL WORKS**

DEPT. M.

23-32 OUDENARDE STR.

BERLIN, N. 5th Jan. 1905

*No answer*

*already answered*

Thomas A. Edison, Esq.,

Orange, N.J.

My dear Edison,

I have received yours of December 13th  
and I hope to get the porcelain parts for the plating  
tub at an early date.

Ratings of the battery and the blue print which I  
sent you I have not shown to anybody. This was simply  
brought to me from our test room, and perhaps the  
electrician who makes these tests is a little over-  
enthusiastic. I will of course let no figures or ratings  
go out of my hands to the public before you have approved  
them.

I have been taking possession of the factory rented  
on January 1st, and we are now at work putting up the  
machinery, etc.

I am glad to hear that you are getting gradually  
on to why some batteries lose their capacity and others  
not. I note what you say regarding the rubber lined  
tanks and will be very careful so these tanks, after  
they are tested with hot water, will not leak.

Have you not received the can of varnish which I  
sent you? I don't mean the first, that pitch compound,

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

-2-

Thomas A. Edison, Esq.,

but I have sent you a can of regular varnish, ready to be used for painting the cells. This stuff I am using here on the batteries, with perfect success, as it is absolutely alkali proof.

Yours very truly,

*S. Bergmann*

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIEBERS CODE  
and ABC, 4th. & 5th. Editions.



Bnn/W  
Machine Department.

**Continuous Current Generators  
and Motors**

for Direct Coupling and Belt Driving.

**Special Motors**

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamics, Balancers, Boosters.

**Automobile Motors.**

**Alternating Current Machinery**

for all Standard Voltages and  
Periodicities.

**Generators, Motors and  
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for Single, Two and Three Phase Current.

**Controllers and Resistances**

for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

**Starting and Regulating  
Switches**

for Direct and Alternating Current  
Motors and Generators.

**Electric Ventilators  
Exhaustors**

**High Pressure Blowers  
Ventilating Fans**  
for Direct and Alternating Current.

**BERGMANN ELECTRICAL WORKS**

DEPT. M.

23-32 OUDENARDE STR.

BERLIN, N. 7th January, 1905

Thomas A. Edison, Esq.,

Orange, N. J.

My dear Edison,

Enclosed please find a letter from  
Rafn and my answer. I would like to get your advice  
in this matter, what I should do. As far as the  
manufacture of the battery is concerned, Rafn can  
do me no good.

As I have written you before I have been employ-  
ing Professor Foerster at a retainer of \$850 a year,  
he to start in by the 1st of April. Besides I can  
get Dr. Weber, who was Prof. Foerster's first Assis-  
tant, and has done the biggest part of Prof. Foerster's  
Report on the Battery. This Dr. Weber, who is an  
expert electro chemist I can get for \$16 to \$17. per  
week.

Awaiting your early reply, I am,

Yours very truly,

*S. Bergmann*

2 Enclos:



[ENCLOSURE]

*Full Address "Edison, New York."*

*From the Laboratory  
Thomas A. Edison.*

*Subject* \_\_\_\_\_

*Orange, N.J.*

Dec. 28, 1904.

Mr. S. Bergmann,  
23 Oudenarder Strasse,  
Berlin, Germany.

Dear Sir:

Referring to our conversation during last October, and to your latest letter to Mr. Edison, I beg to say that I am in the position where I can go to Berlin, provided your conditions are such that I can accept them. My affairs are such that unless I can go immediately I shall be obliged to look for other employment. If you wish me to come please cable advising me of the salary you would be willing to pay.

Yours very truly,

*Robert Rabin*

P.S. I have showed the above to Mr. Edison, who approved of my seeking employment with you.

[ENCLOSURE]

7th January, 1905

Bnn/w

Mr. Robert Rafn,  
Laboratory of Thomas A. Edison,  
Orange, N.J.

Dear Sir,

In reply to yours of December 28th, I beg to ask you to state under what conditions you are willing to come into my employ. You are no doubt aware that we do not pay in Germany such salaries as are paid in America. You also know that the living expenses are considerably less here than on the other side.

Also please state your experience, and what you think your special work would consist of.

Yours very truly,

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIEBERS CODE  
and ABC, 4th & 5th Editions.



## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDE STR.  
BERLIN, N. 10th Jan. 1905

Bnn/W  
Machine Department.

### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

### Automobile Motors.

**Alternating Current Machinery**  
for all Standard Voltages and  
Periodicities.

### Generators, Motors and Transformers

for Single, Two and Three Phase Current.

**Controllers and Resistances**  
for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

### Electric Ventilators Exhaustors

**High Pressure Blowers  
Ventilating Fans**  
for Direct and Alternating Current.

W. E. Gilmore, Esq.,

The Edison Manufacturing Co.,  
Orange.

My dear Gilmore,

Many thanks for yours of December 27th

I have already got the address of the Vienna people  
who are making drawn tin cans in one piece. I am  
having sent to them the different sizes for our  
accumulators, and asking their price per thousand,  
and have also asked them for separate quotations for the  
special tools and press, and as soon as I hear from  
them I will give you details at once.

It is certainly the ideal way to draw these  
cans out of one piece. The drawing itself is no  
experiment, if we allow them a little heavier stock  
than is used now. I have seen cans drawn the right  
size for the Edison Battery, but the stock was about  
35% thicker. You had better ask Edison whether this  
is any serious objection. It is true it will add  
somewhat to the weight but it gives a more durable and  
stronger can.

I am very glad to hear that you are taking  
over the battery. It will no doubt relieve Mr. Edison

RECEIVED



BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

W. E. Gilmore, Esq.,

-2-

of some of the unpleasant work and worry.

Yours very truly,

*J. Bergmann*

Batteries  
TAK

- Edison Hender

~~copy~~

Bergman - Jan. 11/05.

Be sure and do not  
manufacture any parts of  
the cells but only make  
tools - We are finding out  
a great many things,  
and there will be some slight  
changes, none of which  
affect any tools you are  
making, and I think nothing  
you get from us will require  
any changes. We have  
shipped slide welders and  
the top + bottom welder is  
now finished + is being  
tested, its a fine machine.  
It was built by the foreman

2

down stairs, I gave it to him  
to build because John Ott  
said he didnt know how  
to build anything good  
so he laid himself out  
on it, + the result is a  
fine machine than  
John ever built. There is  
great rivalry, which seems  
to be a good thing all  
around. I am now  
satisfied that our welding  
business is all right,  
but not well started, so  
I continue to experiment.  
The Phelps place  
can - Have tested  
the lacquer you sent

3

as well as the stuff you  
use on Conduits. ~~##~~  
Neither are either much  
big polish but the  
larger in time permits  
the polish to ~~run~~  
under + the Conduit  
stuff gets dry + loses  
its flexibility, it cracks  
when bent. The lacquer  
is the best to paint  
welded seams to stop  
rusting - ~~and~~  
there will be no leak with  
welded cans ~~and~~  
+ all the lacquer should  
be useful for might be  
to prevent rust of seams

4

as they are of course  
not nickel plated -  
I hope to write you shortly  
that we have found  
the reason for loss of  
Capacity in some cells  
we think we have found  
it but cannot be sure  
until more time has  
elapsed - Morgan has  
accepted offer + will  
put English Co through

Σ

Jan 13/05

Shipped to J. Bergman

1 Box containing 1 Holding  
Machine & 3 Cans

Gross Weight 250 lbs

Net " 138 "

Marked B M  
#1

Gross 250 lbs  
Net 138 lbs

From Thos & Edison  
to Hamburg American Line  
Hamburg four

By H. F. Jr.

Hoboken

Refrigerated to Hoboken

11-45 AM

J. Brady

# 1677

Holding Machine

326 Dk.

322.04 Net

327.10 G.R. Due

174-64 Jan. P.d.

877.05

Gross Weight 250

Net Weight 138

B M

#1

Jan 16-1905

Bergmann Eugene

Perley N.H.

Have no 21 cells. Will

send 12 Regular E Type.

Will thank you

Edison

176



Beckey B.  
TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIEDERS CODE  
and ABC, 4th. & 5th. Edition.



## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-22 OUDENARDER STR.

BERLIN, N. 16th. January. 05.

Bg/Sz.

### Machine Department.

Thos. A. Edison Esqr.

Llewellyn Park

New Jersey.

#### Continuous Current Generators and Motors

for Direct Coupling and Belt Driving.

#### Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Moto-Dynamics, Balancers, Boosters.

#### Automobile Motors.

#### Alternating Current Machinery

for all Standard Voltages and  
Periodicities.

#### Generators, Motors and Transformers

for Single, Two and Three Phase Current.

#### Controllers and Resistances

for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

#### Starting and Regulating Switches

for Direct and Alternating Current  
Motors and Generators.

#### Electric Ventilators

Exhaustors  
High Pressure Blowers  
Ventilating Fans

for Direct and Alternating Current.

My dear Edison,

Yours of December 28th. I have received, and note  
what you say about the valve I have sent you, and no doubt  
you are right that the breakage of the filler will be in-  
creased by this device.

We will stick to the new sample of valve, which  
Nuisky brought over.

I am glad to hear that you have the welding appara-  
tus now perfect.

That Gilmore and Weber have taken hold of the manu-  
facturing part, is good news, and no doubt you will be  
relieved of the unpleasant details which turned up in ma-  
nufacturing.

I notice on one of the bills sent to me, that 100%  
have been added on the costs of the draughtsman. Is this  
not a mistake?? = *Balance of 100% to 100% 2*

When I agreed that I would pay for your draughtsman,  
I expected that we make this at absolute cost. However, I  
am willing to pay what is necessary. I have written to

Gilmore

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

--2--

Thos. A. Edison Esqr. New Jersey.  
-----

Gilmore about this also.

I have not heard anything about Rafn since, and no doubt you have received my letter?

I don't need him and I don't want him. Further, if he wants to come over here, I would probably give him a job to keep him away from the opposition.

If you send Mr. Rogers over here, beginning of March, it is perfectly satisfactory.

I have taken possession of the factory I have rented on the 1st. January, and we are hard at work in putting up the machines to start the tools.

I have finished two perforating machines, according to your drawings.

The nickel plating plant has been ordered and will be put up and started in about 4 weeks from now.

The hydraulic presses will also be put up beginning of next month, and I expect to be ready to manufacture in April and I am sure you will be pleased with the results.

I am sending you by post, a sample of iron powder, sent to me by an electrical chemist, named Schoop, who has been writing quite some articles on your battery and who has acquainted with the full details. Mr. Schoop has been employed by the younger crowd at Cologne, he has deserted them for some time, and perhaps he has been fired.

Mr. Frank Dyer knows all about this and he has met him here at my office. I would not have anything to do with him direct, but I am simply trying to keep him on expectations.

This

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

--3--

Thos. A. Edison Esqr. New Jersey.

This sample iron powder, which he had sent, he says, can be manufactured and sold easily for about 20 ¢ a pound. Please test this sample and advise me, what I had better do.

I have bought a Yungner Cell from this Schoop for \$80, and I expect it every day.

If you want me to send you this cell, I would be glad to do so, this, I think, would perhaps be a great help for Dyer.

Awaiting an early reply,

I am,

Yours very truly  
*S. Bergmann*

*Deutsche*  
*Edison-Accumulatoren-Company*  
*G. m. b. H.*

*Bank-Custo:*  
*Deutsche Bank, Berlin.*

*Telegram-Adress:*  
*Edisonacc.*

*Telegraph-Adress:*  
*Amt 14, Nr. 873.*

*A. B. C. Code (4th u. 5th Edition)*  
*and Lieber's Code used.*

*BERLIN N., deu. 23rd Jan. 1905*  
*Deutschmann, 1714.*

Thos. A. Edison, Esq.,  
Orange, N.J.

My dear Edison,

I have sent you a cable reading:

"How soon can you deliver 150 cells E 27 and 100 E 18  
latest improved type very important."

The cells I have got here in my automobiles are gradually giving all out on account of the old troubles, i.e. leakages of the cans and short-circuiting of plates, and consequently quite some explosions have taken place. Also I have accepted an order for batteries for one very fine automobile for the first Mayor of Dresden, Mr. Beutler, who is a very good friend of mine. He is contemplating starting electric omnibus line in the city of Dresden, and has given orders to build an omnibus hold 18 to 20 people. It will cost, with the battery, about \$5000. This was to be exhibited at the Automobile Exhibition here in Berlin, which takes place, as I have written you before, in February.

I have received your cablegram since that you will not send any more batteries out before you get to the bottom of the troubles. I think this a good idea, and I sincerely hope you will get over the difficulties before very long.

I will have to patch up my old batteries as well as I can and I am only glad I did not let anybody have any cells yet for practical use.

DEUTSCHE EDISON - ACCUMULATOREN - COMPANY, G.m.b.H.

---

Thos. A. Edison, Esq.,

-2-

I have received yours of the 11th January, advising me not to start manufacturing any parts, and only go ahead with the tools. I am not going to start manufacturing until you let me know that you are through with your experiments. Of course the tools, such as punches and dies, and perforating machines, for making the cans I can go ahead with and will have all these finished within about six weeks, but I don't want to lie idle all this time, as I want to get some experience with the making of the battery. I wish you would send me on receipt of this a certain quantity of active material, say for a few hundred cells, so we can practice filling the pockets and making the plates. You would of course have to send me the iron and nickel thoroughly mixed and ready for use.

It is quite essential that I have everything ready by the time you get through experimenting as I have quite some expenses here on the batteries, until we can go ahead.

I notice that you have arranged with Morgan to start the English Company, which is good news.

Yours very truly,

*S. Kugmann*

*Deutsche*  
**Edison-Accumulatoren-Company**  
*G. m. b. H.*

*Bank-Credit:*  
Deutsche Bank, Berlin.

*Telegram-Address:*  
Edisoncell.

*Peruspost-Anschluß:*  
Ant. 14, Nr. 878.

*A. D. C. Code (4th u. 5th Edition)*  
and Editor's Code used.

BERLIN N., den 1st. Feb. 1905  
*Deutschs. Anst. 1718.*

Thos. A. Edison, Esq.,

Orange. N.J.

*Woz*

My dear Edison,

I cabled you yesterday as follows:

"Would you consider hard rubber cans somewhat flexible if cost  
ninety cents including cover"

One of the vital points of the battery seems to be the  
rusting of the cans, and consequently leakage at the bottom. It seems  
to me not rust only, but is it not electrolytic action due to the  
current when the cans get wet at the bottom, which can hardly be avoided.

The trays also seem to rot a great deal. The trays which  
I have here, which are now a little over one year old are giving out  
very rapidly. Even the new <sup>plates</sup> ones which I brought over with me are  
rusting very badly, and leak on account of that.

Please let me know whether you have ever considered hard  
rubber cans. not hard rubber as it is used in America, which breaks  
and cracks very easily, but such hard rubber as is used in automobile  
lead batteries here. This rubber is ~~a kind of vulcanite~~, very flexi-  
ble. I can get such cans of that rubber in the market for the 27 plate  
cell for about 90¢, including a hard rubber top 1/4" thick.

We would save all the extra rubber parts which are used now  
in the cell with the iron can, also save the tray and the room of the  
tray, and I have been figuring out that the rubber can, including the

DEUTSCHE EDISON - ACCUMULATOREN - COMPANY, G.m.b.H.

---

Thos. A. Edison, Esq.,

-2-

rubber top for ninety cents apiece, would not cost any more than the iron can costs now with all the insulating parts, including the tray belonging to it.

Please let me know what objection there is to a rubber can, providing they are strong enough and do not break like the American rubber cans? Was it not simply a matter of cost that you went to the iron can?

The welding machine has arrived today. The bending tools, etc, for the can I expect also within a few days.

I wish you would telegraph me on receipt of this letter your objections to rubber cans, and write me fully about the same.

Yours very truly,

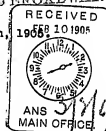
*S. Bergmann*

P. H. KLEIN JR.  
529 WEST 34TH STREET,  
NEW YORK.

New York, Feb. 8th,

Mr. W. E. Gilmore,  
Edison Mfg. Co.,  
Orange, N.J.

REMOVED TO  
29 BROADWAY.



Dear Sir:-

I duly received yours of the 2nd inst. referring to a communication you have received from Mr. Bergmann regarding Edison Storage Battery Co. account and must ask you to pardon my delay in replying as I have been very busy on account of our office having moved to the above address.

I tried to get you by telephone to-day but they told me at 83 Chambers St. that you were not expected.

I think it is necessary for me to see you personally and I hope that you will soon be in New York and telephone me so that I can make an appointment with you.

I can, however, write you so much as the following:  
The Edison Storage Battery Co. rendered a bill to Mr.

Bergmann under date of Jan 3rd as follows:

"Pay roll during October & November		
Draftsman 45 days	at \$4.00	\$180.00
Meske (Toolmaker) 38 days	at 4.00	152.00
		<u>332.00</u>
Plus 100%		332.00 \$664.00"

It was Mr. Bergmann's understanding that the usual addition which he has been paying on the other work that is being done for him (for expense &c) would not be charged on this bill but that on these drawings and for Mr. Meske's time only the actual cost would be charged, but Mr. Bergmann wants me to take this matter up with you personally and not to bother Mr. Edison about it.

The "three bills dated Nov. 30th" referred to are no



WEG #2.

doubt the following bills rendered by Thos. A. Edison:

Bill Nov. 30th,	\$322.04
Bill Nov. 30th,	414.86
Bill Nov. 30th	473.36

I have, however, paid the above three bills. Probably the present discussion of them is on account of the clerical error that was made on the bill of \$322.04 in that it referred to making "three" welding machines, whereas it should have <sup>referred</sup> only to making "one" welding machine, but this has since been straightened out by a letter both from myself and from the Laboratory to Mr. Bergmann.

Hoping to see you soon I remain,

Very truly yours,

*Thomas A. Edison*

RECORDED  
NOV 6 1902

*Am. Mullory*

Randolph:

I received several days ago the attached letter from Mr. Bergmann, and as I did not receive the bills from him I waited a couple of days thinking they might come in later; they did not come, however, so I then wrote to Klein to find out if they had been sent to him, and this is his reply. I know nothing about the bills in question, but I wish you would look them up, and the next time I am at the Laboratory I want to talk same over with you.

2/10/05.

W.R.G.

Enc-B

75 10 50

[ENCLOSURE]

*Deutsche*  
**Edison-Accumulatoren-Company**  
*G. m. b. H.*

Bank-Conto:  
Deutsche Bank, Berlin.

Telegramm-Adresse:  
Edisoncell.

Fernsprech-Anschluß:  
Amt 11, Nr. 873.

A. B. C. Code (4th u. 5th Edition)  
und Lober's Code used.

Bg/Bz.

W. E. Gilmore Esqr.,  
c/o Edison Mfg. Co.

RECEIVED  
JAN 20 1905  
BERLIN 16th. January 05.  
Deutsche Bank, Berlin.

Orange, N.J.

My dear Gilmore,

As Mr. Edison has also written me that you have taken up the Storage Battery business, I take the liberty in sending this bill to you, which I think is a mistake.

First of all, I understood that Mr. Edison agreed to charge me the time and actual expenses of the draughtsman.

Second, I don't see why I should pay for a 100% profit on Nuiskey's time. Mr. Nuiskey only worked on tools which you are using for manufacturing.

I have written to Mr. Klein to call on you and to straighten this matter out. If you think it is justified to pay this bill, ofcourse, I will do so.

Furthermore Mr. Klein writes me about three bills received from the Edison Battery Co., all dated Nov. 30th., of which I send you enclosed copy, and from which you will see that Mr. Klein has paid the same. Please give me some explanation about this.

How are you getting along with your new job, anyhow? I found out by this time that manufacturing the new battery is quite a problem.

Yours very truly

*S. Bergmann*

~~Enclosure.~~

Cable Collect from New York.

Feb. 10, 1905.

Edison , New York:

Tomorrow last day filing suit for canceling Junger  
patent. Chances are equal losing. Will harm business here consider-  
ably. Shall we sue?

Bergmann,

Berlin.

Confirmed

Bergmann Berlin

Fulgura

My advice is not to sue, patent worthless anyone  
~~Give up the idea of suing~~  
~~write also to the patent office~~ E desm

*Deutsche  
Edison-Accumulatoren-Company*

*G. m. b. H.*

*Bank-Conto:  
Deutsche Bank, Berlin.*

*Bnn/W*

*Telegramm-Adress:  
Edisoncell.*

*Postfach-Adress:  
Ant. 11, Nr. 275.*

*A. B. C. Code (4te u. 5te Edition)  
and Lieber's Code used.*

*BERLIN N., den 16/2.05.  
Erschienenstr. 17/18.*

*Unanswered  
Feb 27-1905*

*Thomas A. Edison, Esq.,  
Orange. N.J.*

My dear Edison,

I learn with great pleasure from Mallory that you have practically recovered from your severe operation, and I hope sincerely that you will, by the time this reaches you, have recovered entirely.

Regarding the storage battery, I have written you several letters which of course could not be answered while you were ill. Will you please have this different correspondence attended to at your earliest convenience; especially my letter regarding rubber cans of Feb. 1st.

You have in your last letter written to me that you have signed and sent a bunch of drawings. These have not yet arrived; perhaps they have been forgotten to be sent. In about four weeks I shall be ready to start filling some of the pockets. I wish therefore you would send me a quantity of active material, with all necessary instructions, as I have written you before.

We are making quite some headway with the tools, and fitting up. The welding machines have come and they look all right. I have not had a chance yet to test them. Our nickel plating plant is now getting set up and I will be ready for nickel plating before very long.

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

Thomas A. Edison, Esq.,

-2-

Rafn has turned up here suddenly and asked me for a job. I have hired him for considerably less than what you paid him over there. He evidently came off his high horse after he saw that I didn't want him. No doubt he can help us some on the patent question and the patent lawyer, Dr. Sell, has made quite some use of his time already. I have fitted up a little laboratory for him to make tests for me, such as testing hard rubber, testing potash, etc, and I think I can make use of him for some time and keep him away from those other pirates

How are you getting along with the battery? Have you made any alterations or improvements since? I wish you would send me on receipt of this 75 to 100 cans: with the new welded process for the 27-plate cell, as the new cell is different in size and it will not pay me to make tools for the few cells of which the cans have given out, which I have on hand.

Please keep me posted when you make alterations and improvements on the battery.

If you want to send Rogers over about the middle of March, you can do so.

With best wishes, I am,

Yours very truly,

J. Bergmann

P.S. Please send me a package of carbons by post for the welding machines.

*Deutsche*  
**Edison-Accumulatoren-Company**

G. m. b. H.

Bank-Conto:  
Deutsche Bank, Berlin.

Telegramm-Adresse:  
Edisonaccil.

Fernsprech-Anschluß:  
Amt II, Nr. 873.

A. D. C. Code (4te u. 5te Edition)  
and Lieber's Code used.

Bnn/W

BERLIN N. 20th Feb. 1905.  
Dresdenerstr. 17/18.

Thomas A. Edison, Esq.,  
Orange, N.J.

My dear Edison,

I sent you to-day the following telegram:

"Send six tanks of electrolyte"

Please let me know where you get your crude potash, and what process you use in refining it. Also send instructions and sketch of the necessary apparatus; also price you are paying for the potash.

Please let me know in general what steps we have to take to get the cheapest and most useful potash for the batteries.

Yours very truly,

*J. Bergmann*

*Answered 2/24/05*  
*Give - please -*  
*write down instructions*  
*so I can send*  
*to Bergmann*  
*E*

2

Our caustic Potash comes from  
the Chemische Fabrik Kriesheim-Eckert,  
Frankfurt a/M. Germany.

It is called "Special Chlorine-Free Electrolytic  
Potash" and is 6 3/4% pure KOH by  
weight.

We simply dissolve it in a wrought  
iron tank provided with a cover  
of sheet iron close fitting.

The best form of tank is a round  
one with riveted seams the iron  
being about 1/8" thick.

The diameter should be about equal to  
the depth.

A good size for your requirements  
would be about 5 ft. diam.

This will make 2223 liters when filled  
to a depth of 4 ft., which will be  
sufficient to fill about 1850 E.B. cells.

The tank should be provided  
with a conical shaped cover having  
a door for the admission of the  
Potash, stirring, sampling etc.  
There should be an outlet pipe  
turning the side about 5" from the  
bottom to draw off the clear  
potash for use.

Also there should be another outlet  
on bottom to drain the tank for  
the purpose of cleaning.

The Potash comes in drums containing  
about 250 lbs. The sheet iron  
drum is cut open without breaking the  
potash & the solid cylinder of Potash  
is put in the tank.

1150 lbs. (5 drums) are put in the  
tank & the same is filled to about  
4 ft. deep with distilled water.



3

The Potash will dissolve with the aid of its own heat about 1200 lbs.

Then about 2 Liters of Hydrogen Peroxide are added & the solution will thicken.

A solution of Barium Hydroxide is now added in great sufficient quantity to throw down all of the carbonate, which has to be determined by trial on a small sample.

During this operation the solution should be kept <sup>hot</sup> ~~at~~ 115° F. by steam water. Care must be taken not to get a large excess of Barium.

The solution is allowed to settle which will take two or three days when it may be drawn off for

4

use.

The Burns in which the solution is kept should be welded seams or soldered by cadmium, & very thoroughly cleaned by boiling some Potash in them before use.

Peroxide of Barium may be used to throw down the carbonate in which case no Peroxide of Hydrogen need be used.

THOMAS A. EDISON  
President

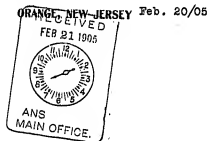
W. S. MALLORY  
Vice-President

J. F. RANDOLPH  
Secretary-Treasurer

# EDISON STORAGE BATTERY CO.

## EDISON LABORATORY

Telephone, "407 Orange"



W. B. Gilmore, Esq.,  
Orange, N. J.

Dear Sir:--

I beg herewith to hand you credit memorandums to cancel charge of 100% on charge made to cover draftsman's and toolmaker's time. Mr. Bergmann has paid cash to cover this amount. I suppose we will let it stand as against future work we may do for him.

Yours very truly,

W.S.M./AM.

Enc.

*Wm. S. Mallory*

V.F.B.

*Deutsche*  
*Edison-Accumulatoren-Company*  
*G. m. b. H.*

*Bank-Conto:*  
*Deutsche Bank, Berlin.*

*Telegramm-adress:*  
*Edisonact.*

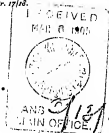
*Ferngraph-adress:*  
*Amt 11, Nr. 573.*

*A. B. C. Code (4th u. 5th Edition)*  
*and Telenor's Code used.*

Bnn/M

W. F. Gilmore, Esq.,  
The Edison Mfg. Co.,  
Orange, N.J.

BERLIN N., den 22nd Feb. 1905  
Deutschl. Reichspost.



My dear Gilmore,

Many thanks for yours of Feb. 7th, and I am very pleased to learn that Mr. Edison has got over his severe illness and is that far that he can soon resume business again. It is of course very essential that he is not to be worried about anything.

I am making very good progress on the battery business, and I am pretty sure everything will come out right. The tools, machinery and nickelplating plant we are making here will be finished within about 6 weeks from now and we can then start making ~~some~~ batteries, of course first on a small scale, as I am going to be very careful to avoid making the same mistake Mr. Edison has made, letting a great number of batteries go out and be almost sure that they will come back again. Please be sure to let me know when there are any essential alterations made in the battery, as I would not like to get through with all the tools and machinery and then abandon them again.

As I have written before, I must soon have some active material for trying our apparatus for filling the pockets. Please let me know by return mail when any of that material will be shipped.

Mr. and Mrs. Schermerhorn have called at my works and they

DEUTSCHE EDISON ACCUMULATOREN COMPANY, G.m.b.H.

-2-

W. F. Gilmore, Esq.,

seemed to be very pleased with what I have shown them. Tomorrow Mr. Schemerhorn promised to call again, and I am going to show him all about the Storage Battery factory, so that he can make a full report to Mr. Edison and you on his return.

With best wishes and kind regards to Mr. Edison and yourself,

I am,

Yours very truly,

*S. Bergmann*

Battery  
APC

Benjamin



Feb. 27/61

Rubber Cans are no good, ~~one of~~  
~~the good~~ ~~things~~ ~~that~~ ~~are~~ ~~not~~ ~~good~~

Drawn Cans of course would  
be all right if they were nickel  
plated and then heated to  
weld the nickel to iron  
but I am pretty sure they  
would buckle all out of  
shape in heating - also  
The weight of the coating would  
be increased very materially  
which is a very bad feature  
Our welded Cans now are  
perfect & we have out  
running several hundred  
I had previously written



you fully in this subject  
I do not think you can  
do as well with drawn  
Cans -

We cannot send you any  
material for filling the  
pockets as the factory is  
shut down - and will not  
start up until I find  
out the reason why the  
cells lose capacity -  
I have also written you fully  
regarding this - Now  
Benjamin there is no use  
~~quoting things~~ ~~the way~~  
~~you are going~~ ~~ahead in~~  
manufacturing until I

(3)

find the trouble although  
you will get into a world  
of trouble, but go ahead  
with the tools which we  
know are all right & wait  
the results of 3 or 4 experiments  
here, You will find that  
if you put out several  
thousand Gallons  
which in the course of  
a year fall down you  
will have to meet a  
very serious loss and  
ruin your future prospects

The Iron present we made  
by Shop is no good  
it has not 1/2 the capacity  
per gram and will produce

(4)

resent & become dead  
in 8 months - I will  
find out why the drawings  
have not gone forward  
I signed them to costs  
- go -

Rafn so Dyer tells me made  
some bad mistakes in giving  
Dyer information about  
battery & Dyer has no use  
for him - He is no good on  
details & you should not  
rely on him too much  
Will keep you posted the  
moment we find the trouble  
will let you know - it  
will explain sailing then  
& once we get it OK our Experi-

(X) (5)

here with over 200 Trucks  
shows that the business  
will be unlimited & very  
profitable. But we must  
have it right

Σ

Deutsche  
Edison-Accumulatoren-Company

G. m. b. H.

Bank-Conto:  
Deutsche Bank, Berlin.

Telegrams-Adress:  
Edisoncell.

Foreign-Exchange:  
Aust. 11, Nr. 573.

A. B. C. Code (42 u. 52 Edition)  
and Lieber's Code used.

Bnn/W

Theo. A. Edison, Esq.,  
Orange, N.J.

BERLIN 13th March 1905  
Dramtkimstr. 1718.

My dear Edison,

I am very glad that you have so far recovered that you can attend to business again, and I only hope that you are not overdoing it and getting a relapse.

You say rubber cans are no good, you do not tell me why. The drawn cans are all right if they were nickel-plated and then heated. You say the new welded cans are perfect, but how long will they last? The experience we have had here, as I have written you before is a very bad one. It was not the bad welding that was the cause of the serious trouble, but they have simply given out on the bottom by rusting through in different places, which the welding had nothing to do with.

Have you ever considered covering the iron can outside at the bottom with say, about 3/4" high with flexible hard rubber, about 1/16" thick? It would of course add somewhat to the cost of the can, but would perhaps prevent rusting through at the bottom, as all the cans which have given out had the defects at the bottom only, and not over 1" above. From my experience, the iron cans would not last over one year, even if they were drawn and nickel plated.

I am very sorry to hear that you cannot send me any material for filling the pockets. This is a very serious matter with me as I



*Deutsche Edison-Accumulatoren-Company G.m.b.H.*

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Thomas A. Edison, Esq.,

-2-

cannot shut down the factory on account of waiting for material. It would be an awful blow to the new Company. Of course I can squeeze along for about five or six weeks completing the tools, but then I must have material for filling pockets. When I started I of course did not anticipate any trouble in that direction, or else I would have gone slower. Please do all you can to send me some of this material, so that I don't have to stop work, and can start getting experience filling the pockets. You had better send me some material, good or no good, at once. I will not use these plates if they do not prove satisfactory.

Is not one of the reasons why the cells lose capacity on account of bad contact of the pockets with the grids? We are, I think, going to have the pockets better fastened, and with better contact than you have had on your plates, and as soon as the tools are running satisfactorily I will send you all particulars.

I will, of course, not send out any batteries before they are all right, but there is quite some time between manufacturing and getting practical experience on say, a few hundred cells, and having them thoroughly tested, and sending them out, and I want to make good use of this time before we be ready to manufacture and send them out in large quantities.

I wish you would let me know what you are going to do in future regarding this active material. Will you please give me details of what is necessary for starting a plant to make active material here. How much room it takes, and what it would cost for a factory to make material for about 300 cells a day. You would of course have to send Mr. Ainsworth here to stay with us for a couple of months.

Deutsche Edison-Accumulatoren-Company G.m.b.H.

Thomas A. Edison, Esq.,

-3-

I have given orders on the 16th February to send me 75 to 100 cans. Have you done this? I must have some of these cans as my batteries are all rusted through, and I must replace them with new cans at once. Please telegraph me on receipt of this whether the cans have been shipped.

As Dick has written you, the Company here is organized, 25 % of the whole capital stock is paid in, and the rest of it will be paid in as required, so you see the money question is all settled.

I had to take part of that stock myself, to give the banks here some encouragement, and I am sure everything will come out all right, but I need all the assistance and encouragement you can give me, and I hope sincerely that I can turn over to you a nice dividend, if everything does not go wrong, within a year from now.

The Deutsche Bank are preparing the papers for you to make a contract with the Deutsche Edison Accumulator Co. turning over the rights to them according to the agreement you have given me. The same will be forwarded to you within a few days and please sign it and send it back by return mail; then everything will be straight.

How are you getting along with the English and French Company? Are the patents in France carefully watched, so that they are not jeopardised by not manufacturing there in time? If I can do anything in this matter I will gladly assist you.

Yours faithfully,

S. Bergmann

*Deutsche*  
**Edison-Accumulatoren-Company**  
*G. m. b. H.*

*Bank-Conto:*  
Deutsche Bank, Berlin.

Bnn/W

*Telegramm-Adresse:*  
Edisonactl.

*Fernsprach-Anschluss:*  
Amt 11, Nr. 873.

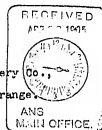
*A. D. C. Code (42 u. 52. Editionen)*  
*und Lieber's Code used.*

BERLIN N., den. 30th March 1905...  
Dresdenerstr. 17/18.

W. N. Gilmore, Esq.,

The Edison Storage Battery Co.,

Orange,



My dear Gilmore,

Many thanks for yours of March 13th, and I am pleased to learn that Edison will soon find the bug in the active material. I shall of course not go ahead on the battery until Edison is satisfied that it is fit to go out. But I must have some material to try our tools for filling and making the pockets. Therefore, if Edison is not ready yet to send the real material, send me a small quantity of the material as he used it before. I shall not use this for regular batteries, but only to get our hand in filling the pockets and trying the tools and the hydraulic presses. When you send this material, be sure to have it marked separate from nickel and iron.

As soon as I get some of the real material I shall make up a few batteries and send them to Edison for approval.

Yours very truly,

*J. Bergmann*

*W. N. Gilmore*

*Deutsche*  
*Edison-Accumulatoren-Company*  
*G. m. b. H.*

*Bank-Count:*  
*Deutsche Bank, Berlin.*

Rnn/Vi.....

*Telegram-Address:*  
*Edisonact.*

*BERLIN* No. *deu.* 3 April, 1905  
*Drucktheater 17/15.*

*Ferngraph-Address:*  
*Amt 14, Nr. 878.*

*A. B. C. Code (4th u. 6th Editions)*  
*and Lieber's Code used.*

Thomas A. Edison, Esq.,

Orange. N.J.

My dear Edison,

This to inform you that during the course of next week you will receive a cable from the Chairman of the Board of Directors of the Deutsche Edison Accumulatoren Company, inviting you to take part in a meeting of the Board on the 15th inst. This is merely a formality in order to comply with the requirements of the German Company laws, and all you need do is to reply by wire that you are prevented from attending, and that you agree to your election.

I am writing you this so that you will know why this telegram will have been sent you.

With kind regards,

Yours very truly,

*S. Keymann*

P. H. KLEIN JR.  
829 WEST 34TH STREET,  
NEW YORK.

REMOVED TO  
29 BROADWAY.

New York, April 4th, 1905.

Mr. Thomas A. Edison,  
Orange, N.J.

Dear Sir:-

I am just in receipt of a letter (dated March 22nd, 1905)  
from Mr. Bergmann, in which he says:

"As we now have our Edison Storage Battery Company started and  
running under the name of the 'DEUTSCHE EDISON-ACCUMULATOREN'  
COMPANY' I wish you would in future have all bills made out in the  
name of that Company".

Please make out your future bills accordingly, and oblige,

Very truly yours,

*Mr Edison  
Say this will be  
all right J. P. Lindolph  
Apr 5 - 1905  
5:15 P.M.  
Room 6.*

Battery - JAE

Apr. 13/05

Koch-Deutsche Bank Berlin  
~~I am~~ <sup>I am</sup> unable to attend meeting  
but I accept position as Director  
German Edison Accumulator Co  
on Board of ~~Battery Company~~

Edison

3  
21  
17 1/2  
4  
6 1/2

*Deutsche*  
*Edison-Accumulatoren-Company*  
*G. m. b. H.*

*Bank-Conto:*  
*Deutsche Bank, Berlin.*

*Telegramm-Adress:*  
*Edisoncell.*

*Postfach-Adress:*  
*Ant 14, Nr. 879.*

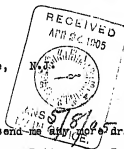
*A. H. C. Code (4th u. 5th Editions)*  
*and Lieber's Code used.*

Brun/W

*BERLIN N., den 13 April, 1905*  
*Deutschens. 1718.*

W. E. Gilmore, Esq.,

Orange,



My dear Gilmore,

Please give orders not to send me any more drawings for tools and special machinery for the Edison Battery, as I cannot use them. Our operations for making the battery, (outside of the can) will be very different from the way they are making them over there so it is useless to send me any more of these blue prints for which they have charged me right along an enormous price.

Thanking you in advance for your kind attention to this matter, I am,

Yours very truly,  
*S. Kegnann*

[ATTACHMENT]

What  
What  
reply shall  
I mean to  
this - Ruth  
reply -

WV

5/2/03-



[ATTACHMENT]

May 4, 1905.

Mr. W. E. Gilmore:-

In reference to the attached would say that when I went over to the Storage Battery Plant I told Mr. Rogers that it was ridiculous and as far as Mr. Bergmann was concerned unjust to make these drawings and charge him three times as much as he could get them made for over there. As you know I took Mr. Burrows, the draftsman, away from Glen Ridge and brought him over here. Would say that we made blue prints of the drawings which were done at that time and sent them to Mr. Bergmann. Of course nothing has been done since.

P. Weber

*Deutsche*  
*Edison-Accumulatoren-Company*  
*G. m. b. H.*

*Bank-Corrs:*  
*Deutsche Bank, Berlin.*

Bar/W

*Telegram-Address:*  
*Edisoncell.*

*BERLIN N., deu. 19 April, 1905*  
*Dorotheenstr. 17/18.*

*Postfach-Adressen:*  
*Amt 14, Nr. 573.*

Thomas A. Edison, Esq.,

*A. B. C. Code (4th u. 5th Edition)*  
*and Lister's Code used.*

O r a n g e N. J.

My dear Edison,

Enclosed please find a letter from our Company to yourself, transferring all the rights and obligations to the Deutsche Edison-Accumulatoren-Company as per your letter of September 30th 1904, and the letter of November 29th, 1904. Please confirm this, as stated in the letter.

Also please find enclosed Minutes (translated) of our first Directors' Meeting.

Yours very truly,  
*S. Bergmann*

Enclo.

[ENCLOSURE]

*Deutsche*  
*Edison-Accumulatoren-Company*  
*G. m. b. H.*

*Bank-Conto:*  
*Deutsche Bank, Berlin.*

*Telegramm-Adresse:*  
*Edisoncell.*

*Postfach-Anstalt:*  
*Post 11, Nr. 873.*

*A. H. G. Code (4th u. 5th Editions)*  
*and Lieber's Code used.*

*BERLIN N., den 18th April, 1905*  
*Drucknummer. 17163.*

Mr. THOMAS A. EDISON,

ORANGE, N.J.

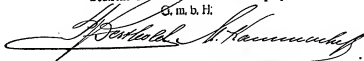
Dear Sir,

Referring to the letter of Mr. S. Bergmann of March 1st, designating our Company as being the one to which the agreement made between your goodselves and Mr. S. Bergmann as stated in your letter of Sept. 30th, 1904, in the letter of the Deutsche Bank of November 15th, 1904 and your letter of November 29th 1904 is to be transferred, we herewith beg to confirm to you that we enter this agreement with all rights and obligations.

Please confirm and oblige,

Yours very truly,

Deutsche Edison-Accumulatoren-Company  
G. m. b. H.



[ENCLOSURE]

M I N U T E S.

of the Meeting of the Board of Directors of the Deutsche Edison Accumulatoren Company held on April 15th 1905.

Present.

Members of the Board:	Herr Kommerzienrat Koch,
attending the	Director of the Deutsche Bank,
Meeting.	Herr Geheimer Kommerzienrat Menz,
	Herr S. Bergmann, President of
	The Bergmann Elektrizitätswerke A.G.
Managers:	Herr Berthold and Herr Kammerhoff.

1. Mr. Koch hands in a telegram from Mr. Edison accepting his nomination as Director on the Board of the Deutsche Edison Accumulatoren Company. Mr. Menz also agrees to his election in a similar capacity.  
The following gentlemen therefore will occupy seats on the Board:

Mr. S. Bergmann,  
Mr. Thomas A. Edison,  
Mr. Günther,  
Mr. Koch  
Mr. Menz.

All above gentlemen were invited to attend the meeting.

Mr. Koch is proposed as Chairman of the board and Mr. Menz as Deputy-Chairman and are elected. Both gentlemen agree to their election.

- 2- The following letters are laid before the board, Letter from Mr. Edison to Mr. Bergmann dated September 30th, 1904, letter from the Deutsche Bank to Mr. Bergmann dated November 15th 1904 and confirmatory letter from Mr. Edison to Mr. Bergmann dated November 29th 1904. The board consents to the Agreement as laid down in the correspondence between Mr. Edison and Mr. Bergmann being transferred with all rights and obligations to the Deutsche Edison Accumulatoren Company. The managers are instructed to notify Mr. Edison to this effect.

[ENCLOSURE]

-2-

3. Mr. Bergmann reports that the following contracts have been entered into:

1. Contract covering the lease of the Deutsche Garmen Maschinenfabrik.
2. Contract covering the engagement of Mr. Kammerhoff as Manager.

The transfer of both contracts to the new Company is agreed upon and the Managers are instructed to have the lease made out anew in the name of the Deutsche Edison Akkumulatoren Company. The contract engaging Mr. Kammerhoff as Manager is ratified.

Mr. Bergmann further reports that making the tools and special machinery according to the drawings and instructions sent by Mr. Thomas A. Edison are making very good progress, and the whole of the plant will be completed within about six weeks, and if no unforeseen hitch arises, the batteries can be turned out in about three months.

4. It is agreed to pay and debit the account of the Deutsche Edison Akkumulatoren Company for M205141.13, this amount representing sums advanced for factory plant, machinery, rent, wages, etc. as per bills laid before the Board.

BERLIN, 15 April, 1905.

Deutsche Edison-Akkumulatoren-Company  
G. m. b. H.  
*H. Schöler* *Kammerhoff*

P. M. KLEIN JR.  
NEW YORK.

#29 Broadway,

New York, May 4th, 1905.

Mr. W. S. Gilmore,

c/o National Photograph Co.,

Orange, N. J.

My dear Mr. Gilmore:

I have several times this week tried to get hold of you by telephone but without success.

I therefore now beg to write you what I wanted to talk about, viz.

I received a letter from Mr. Bergmann several days ago in which he says:

"As regards the Storage Battery I am practically finished with the tools and waiting for active material from Mr. Edison. Please find out from Mr. Gilmore what chance there is of getting some".

As if I don't write Mr. Bergmann to-morrow the receipt of my letter will be further delayed several days, and as stated I have tried several times to get you on the telephone I wish you would telephone me on receipt of this to-morrow morning what I can say to Mr. Bergmann in reply to the above.

To guard as much as possible against your not getting this I am sending you a copy c/o the Storage Battery Co., Glen Ridge, as well as to the above address.

Thanking you in advance for your kind and prompt attention I remain,

Very truly yours,

WSG-G.R.

*P. M. Klein Jr.*  
*Telephone 3731 Broad*



*Deutsche*  
**Edison-Accumulatoren-Company**  
*G. m. b. H.*

*Bank-Conto:*  
Deutsche Bank, Berlin.

Bnn/W

*Telegraph-Address:*  
Edisonaccell.

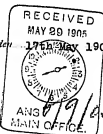
*Postfach-Nummern:*  
Amt 11, Nr. 573.

*A. B. C. Code (4th u. 5th Edition)*  
and Lieber's Code used.

BERLIN N<sup>o</sup>, des  
Ordnungsstr. 17/18.

W. R. Gilmore, Esq.,

Orange N.J.



My dear Gilmore,

Many thanks for yours of May 8th. There are no claims to be made at present, the only thing I wish, which is a chestnut by this time, is that I get active material pretty soon, as I am practically ready to turn out batteries. In fact, outside of the leaking of the cells I had such good luck with the Edison Batteries that they would be plenty good enough as they are to put on the market, but I understand Edison is making quite some improvements- therefore of course it is best to go a little slow.

Within a few days I will send Mr. Edison by mail a few complete plates, iron and nickel, made in the new factory with our own tools, but using some of the active material out of the pockets, which had been sent from ~~America~~ <sup>from the</sup>, and I am sure Edison will be pleased with what I have accomplished in that time. I have now a very unique and complete plant to turn out 100 cells per day, and I have spent only about \$85,000; this includes all the bills paid to Edison for tools and material. I think if you give Edison this figure, he will be pleased.

I am positive this battery business will be a big and profitable business, as soon as we put them on the market, and I am positive this battery is, outside of the incandescent lamp, one of the biggest inventions Edison ever made.

Are you coming over this summer, and when? Please let me

Deutsche Edison-Accumulatoren-Company G.m.b.H.

W. E. Gilmore, Esq.,

-2-

know a few weeks before, as I am going on my vacation from the beginning of June to the middle of July.

With best wishes to you and your family, I am,

Yours very truly,

S. Reymann



[illegible]

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Berg now

*Deutsche*  
*Edison-Accumulatoren-Company*  
*G. m. b. H.*

*Bank-Conto:*  
*Deutsche Bank, Berlin.*

Bnn/W

*Telegramm-adress:*  
*Edisoncell.*

*BERLIN N., den 22nd May 1905*  
*Deuthimstr. 17/18.*

*Telegraph-Anschluss:*  
*Amt 11, Nr. 873.*

*A. B. C. Code (4th u. 5th Edition)*  
*and Lieber's Code used.*

Thomas A. Edison, Esq.,

Orange N.J.

My dear Edison,

Yours of May 18th I received, and it is certainly good news what you have sent me. I have no doubt that when you are ready to turn out the new battery it will be a big improvement on what you have made before, although as I said right along, the battery itself as it now is would be good enough for the market, although if you come with a greater capacity it will certainly increase the sales considerably.

Please send the patent papers as soon as you are convinced that you are all right, and do not fail to send me the half dozen cells which you promised as soon as possible.

I will send you in a few days a few complete plates and separate pockets and grids turned out by our tools, and I think you will be pleased after you have examined them. They will, however, not be nickel plated as the nickel plating plant is not working satisfactorily yet, and will take a few weeks before we will have the nickel plating plant and annealing oven down to such fine points as you have them over there.

We have made a pocket filling machine which works quite satisfactory. As soon as we get this going right, I am going to send

Deutsche Edison-Accumulatoren-Company G.m.b.H.

Thomas A. Edison, Esq.,

-2-

you photographs and drawings of the same or if you wish I will build  
you a machine complete. It is not an expensive machine.

Yours very truly  
*S. Bergmann*

June 9, 1905.

S. Bergmann, Esq.,

Oudenarder Strasse 23-32,

Berlin, Germany.

My dear Bergmann:

I am in receipt of your favor of the 17th of May, having reference to the matter of Storage Batteries. It has always been my opinion that Storage Batteries, as last manufactured with the welded cell, is suitable for all ordinary purposes, and the fact that we have something over 12,000 still in actual use, indicates to me that I am right in this assumption.

Of course there is some deterioration, and this is what Mr. Edison has been principally working upon to avoid. His principal reason for this was that he did not know how far this deterioration might eventually go with batteries in constant use, and naturally his experiments have led him to the conclusion that after the cells have been in constant operation for a year or more, the deterioration becomes more and more apparent.

So far as I have been able to learn, the plates of iron and nickel that you intended sending to Mr. Edison, have not as yet been received.

I am indeed glad to learn that so far, you have only spent about \$85,000, which includes everything in the way of tools and material. I wish we could only say the same.

I let Mr. Edison read over your letter, and he tells me that the latest tests show that the new battery is apparently all right. The experiments so far indicate that there is no deterioration whatever, except

(2)

in the nickel plates, and these plates are being altered entirely.

It is Mr. Edison's intention, however, to give you full data, just as soon as his experiments have proceeded far enough to warrant him in doing so. He is firmly convinced, however, that the battery is going to be a great deal better than he or Aylsworth ever supposed it would be. He particularly wants you to go slow, however, and to await the new models and full instructions that will be sent to you just as soon as he is convinced of the results of the past and present tests.

The mechanical construction of the nickel plates has been materially altered, and there has also been a change in the new mix used in the nickel plates, and the old nickel mix will be useless to you for any tests whatever. These changes will give an increased capacity to the cells themselves, as well as overcoming the deterioration heretofore experienced.

The question of leakage has been entirely eliminated. I saw no good reason, and I still maintain that had these cans been properly welded originally, this could have been avoided. It is purely a question of good workmanship against careless workmanship.

For your further information, I will only add in conclusion that Mr. Edison has made over 10,000 different experiments on these last changes and is still continuing to make other experiments, so that you can readily appreciate that the combined work of Aylsworth and himself has been anything but a small job.

I do not see, however, how he can give you any really authentic information as to the results of his tests, for the next 30 days at least, and about 60 days would seem to me to be the time in which it can be decided definitely.

I do not know that I have anything further to add, but realizing that Mr. Edison has been communicating with you direct, from time to time, I have not of course, written you.

WEG/INT

Yours very truly,

*Deutsche*  
**Edison-Accumulatoren-Company**  
*G. m. b. H.*

*Bank-Credit:*  
Deutsche Bank, Berlin.

*Telegramm-Adress:*  
Edisonacc.

*Fernsprech-Anschluss:*  
Amt 11, Nr. 873. Bnn/Hg.

*A. B. C. Code (4th u. 5th Edition)*  
und Lieber's Code used.

Thomas A. Edison, Esq.,  
Orange, New Jersey.

My dear Edison,

Well! How are you getting along? I learn from Mr. Gilmore that you are making quite some improvements on the Battery, and that you will have practically discovered the bugs. I am anxious to receive particulars from you regarding the alterations you have made. As I have written you before we have practically finished with the tools as far as we could go, and you have no doubt by this time received the plates which we have made with our tools. There will probably be some improvement during the process of manufacturing and I wish you would give me your criticism on the same. Your assumption that the Can is best and cheapest made the way you are making it now, bending and wetting the same, I find is right, and as you say, if the Can does not leak and is kept dry, it will not eat through. We had quite some experiments made in drawing up the Cans, but as soon as you get much below the thickness of half a millimetre, they cost too much. We have been quite successful with our pocket-filling machine, but of course can only tell absolute results when we get the right active material. The tools we have made so far are, according to my judgement, as good as any special

BERLIN N., den 18th. July 1905.  
Drucklegung Nr. 17/05.



*Deutsche Edison-Accumulatoren-Company G.m.b.H.*

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Thomas A. Edison, Esq.

- 2 -

18.7.06.

tools can be made, and I am sure I can show good results very soon after I can start manufacturing. Of course at present I am lingering along as good as I can, as I do not want to shut down the factory.

Mr. Philip Klein whom you well know, my old right-hand bower, has left the General Incandescent Arc Light Company, and would like to be associated with me again. As he has worked for me for about thirty years and shown himself absolutely faithful and competent, I have written him to come over here, and I shall try to make some satisfactory arrangement with him. I have advised him before he leaves from over there, to spend a few hours with you and get all the information on the Battery which you can give him. You know he is absolutely trustworthy, and you can give him your full confidence. I had contemplated coming over in September, but as my daughter Caroline is going to be married early in October, I cannot very well get away.

Before I went away for my vacation I told the Deutsche Bank to write out a regular Contract between the Deutsche Edison-Accumulatoren Gesellschaft and yourself on the lines of your letter to me, and the different correspondence we have had on the same. They promised to do so, but I have not seen any papers yet. The people who are attending to this part of the business have also been, and are still on their vacation, and therefore the delay. As soon as they return I shall tell them again, and the Contract will be sent on to you as soon as possible.

Hoping to hear from you soon, I am,

Yours very truly,

*S. Bergmann*

[ATTACHMENT]

*Rathen,  
Bergmann*

Aug. 8, 1905.

Mr. Randolph:-

I return herewith Mr. Bergmann's letter to Mr. Edison.  
I think you had better put it in Mr. Edison's basket, as he may want to  
write Mr. Bergmann as to the last paragraph if nothing else.

W. E. Gilmore.

*Rathen*  
*Gilmore*



My Dear Benjamin -

July 26/05

At last I can give you some  
of the results of our work on new cell

We have got a very severe method of loading  
which knocks out the Regular cell  
in 50 Runs - Running the new cell  
in series with the old type,

after 174 complete charges &  
discharges the old type lost

60 percent of whole the new cell  
showed no change whatever

The Cell corresponding to the E 18  
will give an ~~equal~~ 5 hours

Charge 165 to 170 ampere capacity

on the long change it will give  
 230 ampere capacity. This  
 is equal to the old E 27 cell  
 which sells for 15 dollars - 9  
 shall sell the new cell for 15 dollars  
 The Cost of Extra work is minimal for  
 this cell will be one dollar &  
 sixty cents more than for the E 18  
 but as we shall get 5 dollars  
 more on account of increased  
 Capacity we shall have very  
 much more profit. The weight  
 per horsepower has been greatly  
 reduced. The new cell 9000  
 of gives 48.8 pounds per horse

power in 5 hour charge &  
 37 pounds on the long  
 charge - This beats anything  
 on record with the addition that  
 there is a certainty that  
 the battery will last for  
 years -

Dyer is drawing up the  
 sketches, just as soon as  
 Gov. Ste. will send you  
 drawings (16) sketches of  
 the new machinery necessary  
 for making the nickel plate  
 there is no change in the iron  
 plate but the nickel plate  
 is entirely different.

More soon  
 Edison

S. Bergmann E. H. H. - TAK

The man you sent me<sup>a</sup> for lost-  
from sheep of jumper people for lost-  
gave \$ 728. per pocket

on 13<sup>th</sup> day 709 on the 35<sup>th</sup> day  
days 563 - They stood 40 days then  
on the 42<sup>nd</sup> day gave  
243. Thus you see the jumper  
people do not know what  
they are doing - The man  
gradually becomes "passive" -  
do all man does, we worked  
two 1/2 years to discover  
how to make man that  
never becomes passive

7/26/05 Edison

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
— LIGHTS CODE —  
and ABC 4th, 4 1/2th Edition.



## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OLDENARDER STR.  
BERLIN, N. 28th. July 1905.



Machine Department.

Bnn/Hg.

Continuous Current Generators  
and Motors

for Direct Coupling and Belt Driving.

Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamoes, Balancers, Boosters.

Automobile Motors.

Alternating Current Machinery  
for all Standard Voltages and  
Periodicities.

Generators, Motors and  
Transformers

for Single, Two and Three Phase Current.

Controllers and Resistances  
for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

Starting and Regulating  
Switches

for Direct and Alternating Current  
Motors and Generators.

Electric Ventilators

Exhaustors

High Pressure Blowers

Ventilating Fans

for Direct and Alternating Current.

Thomas A. Edison, Esq.,

Orange,

New Jersey.

My dear Edison,

Enclosed please find draft Agreement made by  
the Deutsche Bank between you and the Deutsche Edison-  
Accumulatoren-Company. Please let me know whether  
this is correct, and satisfactory to you, and I shall  
then have two copies properly signed by the Company,  
and send them to you for your signature. Also please  
fill in the Patents and applications up to date and  
send back by return mail.

Yours very truly,

*S. Bergmann*

Enclosure draft Agreement.

[ENCLOSURE]

*Ryfel*

AGREEMENT dated this <sup>14th</sup> day of July, in the year One Thousand Nine Hundred and Five, by and between Mr. Thomas A. Edison of Orange N.J., party of the first part, and the Deutsche Edison Accumulatoren Company, Gesellschaft mit beschränkter Haftung of Berlin, hereinafter called the Company, party of the second part.

WHEREAS a certain agreement has been existing between Mr. Thomas A. Edison and Mr. S. Bergmann of Berlin relative to the exploitation of the Edison Storage Battery patents in Germany, Austria and Hungary which it has been the understanding of both parties to transfer upon a German corporation to be organised for that purpose, and

WHEREAS the Company has been formed in order to exploit the said storage battery patents in the said countries under the agreement above referred to, with a capital of M.3.000.000 equal to about £ 750.000, which capital has been subscribed for in cash at par and upon which a first installment of 25% has been paid in cash, the remaining 75% to be called by the Board of Directors as needed,

NOW, THEREFORE, THIS AGREEMENT WITNESSETH

FIRST. Mr. Thomas A. Edison grants to the Company the sole and exclusive and non-assignable license under all of his existing storage battery patents in Germany, Austria and Hungary and also under any patents <sup>relating to storage batteries</sup> to be granted to or applications for such patents to be made by Mr. Thomas A. Edison in the said countries within ten years from the date of this agreement, that is to say up to <sup>September</sup> 1915. The license granted herewith to the Company also includes patents and applications in the said countries/made by any of Mr. Thomas A. Edison's assistants on the said storage batteries which may be assigned to him within the said period of ten years. Following are

[ENCLOSURE]

- 2 -

the patents the license under which has been transferred to the Company as aforesaid:

A. Patents existing and in force

in Germany. Nos.

in Austria. Nos.

in Hungary. Nos.

B. Applications made

in Germany. Nos.

in Austria. Nos.

in Hungary. Nos.

In addition to the above, Mr. Thomas A. Edison transfers to the Company his license under the German Patent No. 132614.

SECOND In consideration for the transferring of the said licenses,

the Company will pay Mr. Thomas A. Edison or his assigns a royalty of sixty cents <sup>(*in the U.S. currency*)</sup> (60) ~~on each~~ <sup>for each</sup> standard Edison cell of 18 plates, 24 pockets per plate, manufactured by the Company during the life of any of said patents and also sixty cents <sup>(*in the U.S. currency*)</sup> (60) per 18 plates on other Edison cells which the Company may manufacture during the same time. After all of the patents shall have expired, the royalties shall cease. Mr. Thomas A. Edison will furthermore participate in the surplus earnings of the Company on the following basis:

Out of the actual earnings of the Company, <sup>in each and every year</sup> after the payment of the said royalties, the stockholders shall be paid <sup>an annual</sup> dividend of six per cent on the invested cash capital and after the payment of the said dividend any surplus earnings shall be distributed in the proportion of two-thirds to Mr. Thomas A. Edison or his assigns, one-third remaining at the disposal of the Company. <sup>Such distribution of any surplus earnings</sup>

*Shall be made within thirty days after the end of each and every fiscal year of the Company, and for the purpose of such distribution there shall be an annual accounting of the business done by said Company in each year, such accounting to be made by public accountants in accordance with the German law.*

[ENCLOSURE]

- 3 -

The above participation of Mr. Thomas A. Edison shall remain in force during the life of the Company.

Payment of the said royalties will be made quarterly. All amounts due to Mr. Thomas A. Edison shall be payable, at his discretion, either in Berlin or in New York.

THIRD. The Company binds itself not to make the following transactions unless directly authorised to do so by Mr. Thomas A. Edison or his assigns:

- 1.) to increase its capital
- 2.) to consolidate with or purchase any other company
- 3.) to sell or transfer <sup>or in any way dispose</sup> the rights acquired by the present agreement
- 4.) to purchase or manufacture any other article than the Edison storage battery
- 5.) to use its earnings for increasing the capacity of its plant or to put in reserve more than 10% of its net earnings
- 6.) to go into the business of renting batteries
- 7.) to enter into any obligations beyond its capacity to pay therefor from its cash capital.

The Company further agrees not to sell Edison Batteries for export to any other country than Germany, Austria and Hungary, nor knowingly to sell to persons, firms or corporations who do an exporting business out of said countries, unless with the express permission of Mr. Thomas A. Edison or his assigns. Mr. Thomas A. Edison, on the other hand, agrees that in the sale of any rights under the Edison battery patents in other European countries he will insert corresponding provisions in any license agreements, prohibiting exportation into Germany, Austria or Hungary.

FOURTH. The expense of any lawsuits or other legal proceedings



[ENCLOSURE]

- 4 -

brought by or against the Company and involving the right of the Company to exploit the patents aforesaid, are to be equally divided between the Company and Mr. Thomas A. Edison. In such cases Mr. Thomas A. Edison shall be entitled to employ special counsel to follow his own instructions and to control the law suit in collaboration with the counsel of the Company.

FIFTH. Mr. Thomas A. Edison will furnish at cost drawings of any improved machinery for manufacturing the batteries which he may make during the existence of the present contract. Until suitable facilities are provided by the Company for manufacturing the active chemical materials necessary for the battery, Mr. Thomas A. Edison will furnish said chemicals to the Company at a profit of 25% over and above actual cost.

SIXTH. The books of the Company shall at any time be open to inspection on reasonable notice by Mr. Thomas A. Edison or his assigns (through any accountants appointed for that purpose.)

The Company will report to Mr. Thomas A. Edison on its business done once a month, the reports to begin when storage batteries will have been sold.

*Amended*  
( This AGREEMENT shall lose its force and terminate without prejudice to any claim which Mr. Thomas A. Edison or his assigns may have against the Company upon failure of the Company to carry out the terms and conditions thereof.

IN WITNESS WHEREOF, the parties hereto have hereunto affixed their signatures as of the                      day of                      1905.

THOMAS A. EDISON,  
PRESIDENT.

W. S. MALLORY,  
VICE-PRESIDENT.

J. F. RANDOLPH,  
SECRETARY - TREASURER.

## EDISON STORAGE BATTERY CO.,

EDISON LABORATORY,

TELEPHONE "907 ORANGE."

ORANGE, NEW JERSEY, Aug. 21, 1905.

Mr. P. H. Klein, Jr.,  
157 Cedar St.,

New York.

Dear Sir:

Mr. Peter Weber has referred to me that portion of your letter of August 16th having reference to drawings, etc., required for the storage battery. The matter has not got as far as Mr. Weber and he could not, therefore, answer you. The fact of the matter is, however, that I know little, if anything, about it either and, consequently, I can tell you nothing about it.

Mr. Edison has gone away on an automobile trip and will not get back until the end of the month. I shall have your letter brought to his attention, however, immediately he gets back and have the information sent direct to Mr. Bergmann or through you.

Yours very truly,

*Bergmann*

Mr. J. F. Randolph:

Referring to the attached letter from Mr. Klein, please note my reply thereto, and when Mr. Edison returns I wish you would bring this matter to his attention. In the meantime you might advise me as to whether any letter has been written to Mr. Bergmann by Mr. Edison enclosing blue prints, etc. I doubt it.

8/22/05.

W. E. G.



*Day that the moment  
We are satisfied with  
Results on machines we  
will send blue prints  
E*

[ENCLOSURE]

P. H. KLEIN JR.  
38-41 GORLAND STREET  
NEW YORK

157 CEDAR ST.

Aug 16/05

Mr P. Weber Genl Supt -  
Edison Phonograph Co -

Orange N.J.

Dear Sir I beg to acknowledge due and safe receipt of the reproducer and recorder referred to in your esteemed favor of 5<sup>th</sup> inst. and thank you very much for your kindness in the matter.

As it is now about 5 weeks since my visit to Mr Edison and at that time it was understood that about this time Mr Edison would be able to tell Mr Bergmann just what he would have to make and would send him drawings of the machinery required so that he could go ahead. I take this opportunity of inquiring how that matter now stands & whether Mr Edison has possibly by this time written Mr Bergmann or sent him any drawings etc.

Awaiting your early reply, I remain  
With Kind Regards

Yours Truly,  
P. H. Klein Jr.

TELEGRAPHIC ADDRESS:  
PULGURA-BERLIN  
===== LIBRARY CODE =====  
and ABC Lib. & 1911 Edition.



Machine Department.



Continuous Current Generators  
and Motors

for Direct Coupling and Belt Driving.

Special Motors

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Cranes, Lifts, Calenders  
and Paper Machines.

Motor-Dynamics, Balancers, Boosters.

Automobile Motors.

Alternating Current Machinery

for all Standard Voltages and  
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for operating Cams, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

Starting and Regulating  
Switches

for Direct and Alternating Current  
Motors and Generators.

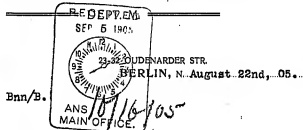
Electric Ventilators  
Exhaustors

High Pressure Blowers  
Ventilating Fans

for Direct and Alternating Current.



## BERGMANN ELECTRICAL WORKS



Mr. W. E. Gilmore,

c/o Edison Storage Battery Co.,

Orange N.J.

My dear Gilmore,

Many thanks for yours of August 8th. Mr. Edison has written me about his improvements and promised to send me a few of the new batteries with instructions soon. I am at present at a standstill and only waiting for the new batteries to come. That you are going ahead and building a new building 200 ft long for the special purpose of making the new battery gives me only another assurance that Edison has reached the point where he can stand up for the battery. It is unfortunate for you that you have to replace all the old batteries by new ones, and it is unjust for people to ask you to do this, as I, for instance, have had quite some service out of the batteries, and though they did not quite come up to what was expected we will no doubt make up for it with the new batteries. Could you not simply give these people the new battery for say a somewhat lower price than the regular price will be. That way it would not be quite so hard ~~year~~ and Edison's pocketbook. Regard-

BERGMANN ELECTRICAL WORKS (MACHINE DEPARTMENT).

- 2 -

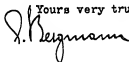
Mr.W.E.Gilmore, Orange.

ding the cans for the batteries the new welding process is perfectly satisfactory and Edison is correct. If the battery is kept dry and does not leak, the cans will last, I think, for ever and are no doubt cheaper than if they would be drawn up.

Ph.Klein has not made up his mind yet to come over here but has promised to take a trip over next Spring.

With kind regards to Mrs.Gilmore and yourself, I am,

Yours very truly,

A handwritten signature in dark ink, appearing to read 'S. Bergmann', written in a cursive style.

Please remember me to Peter Weber.

September 2, 1905.

S. Bergmann, Esq.,  
23-32 Oudenarder Str.,  
Berlin N., Germany.

My dear Bergmann:-

Your favor of July 28th has been received, enclosing proposed draft agreement between myself and the Deutsche Edison-Accumulatoren Company. The agreement should be made a little clearer on some points.

In the first section, it should be made clear that the patents referred to are those relating to storage batteries.

In the second section, the words "United States Currency" should be inserted after "cents", so as to make it certain what the contract refers to. In this section, it should also be made clear that the six per cent dividend is an annual dividend. The agreement should also provide that the distribution of surplus earnings should be made annually within thirty days after the end of each and every fiscal year of the company. For the purpose of distribution there should be an annual accounting of the business done by the company in each year, such accounting to be made by public accountants in accordance with the requirements of the German law. I intend to change the

S. Bergmann, Esq. - 2.

construction of the battery somewhat, so that for the proposed new cells the royalty arrangement would not fairly apply, and I have therefore modified this section so that it applies to the capacity of the new cells as compared with the present type. In other words, I will get a royalty of sixty (60) cents on cells having the same maximum capacity as the present type Edison cells of 18 plates, 24 pockets per plate.

In the third section, paragraph 3, after the word "transfer", the words "or in any way impair" should be inserted, in order to agree with my original proposition of September 30th, 1904.

In the sixth section, the words "through any accountants appointed for that purpose" are superfluous. My proposition of September 30th, 1904, provided "that the books of the company shall at any time be open to inspection by me or my assigns on reasonable notice". What the accountants do, is to make an examination of the books annually and report on their condition and on the strength of this report, the distribution of excess profits is made. I understand that under the German law, these accountants are appointed by the Courts and that interested persons cannot appoint them.

The last paragraph is not very clear and should be amended, and furthermore, should provide that in the event of a termination of the contract, the licenses shall terminate.

In order to make my position entirely clear to you, I beg to enclose a re-drafted agreement, which embodies my ideas.



S. Bergmann, Esq. - 3.

In this draft, I have also included the German, Austrian and Hungarian patents, and the German and Austrian applications. All of my Hungarian applications have now been patented, but of course more will follow in the future. Dyer has submitted these lists to Messrs. Brandon Bros. of Paris, for the purposes of verification, in order that we may be entirely certain to include everything.

Yours very truly,

*Deutsche*  
*Edison-Accumulatoren-Company*  
*G. m. b. H.*

*Bank-Cents:*  
*Deutsche Bank, Berlin.*

*Telegram-Address:*  
*Edisoncell.*

*Fernsprech-Anschluss:*  
*Ant. 14, Nr. 573.*

*A. B. C. Code (4th u. 5th Edition)*  
*and Lieber's Code used.*

Bnn/Hg.

W. E. Gilmore, Esq.,  
O r a n g e,  
New Jersey, U.S.A.

My dear Gilmore,

I wrote you on the 22nd. August asking ~~you to~~ give me the details and latest information regarding welding the Cans. I have, however, pleasure in telling you that we are all right, and find no trouble in welding the Cans. In a few days I shall send you some Cans welded, with which I think Mr. Edison will be pleased.

Any other news you can give me regarding the progress of the battery, I shall be much pleased to receive.

I expect to receive some of the new Cells very soon, as promised. They cannot come too soon.

With kind regards, I am,

Yours very truly,  
*S. Kugnum*

*BERLIN N., den 7th. September 1905.*  
*Dronkheimstr. 17/18.*

*Answer*  
*10/10/05*  
*Mr. Edison to*

[ATTACHMENT]

Webster  
Note  
I must  
write B.  
this week  
I am

Mrs  
9/18/03

SHEET NO.

DATE,

EDISON MFG. CO.

Sept. 11, 1905.

Mr. P. H. Klein, Jr.,

157 Cedar St.,

New York.

Dear Sir:

Referring further to your letter of the 16th of August, I took up with Mr. Edison the question of sending forward drawings and all necessary data to Mr. Bergmann, but Mr. Edison tells me that he is not prepared to send forward any data whatever until after he has obtained full results on the machines, or in other words, until after he has made practical tests of the new batteries. I do not know just how long a time this will take, and the only thing I can do is to hold the correspondence here and then just as soon as we are able to do so I will arrange that full data is forwarded to Mr. Bergmann.

Yours very truly,

WEG/IWW

General Manager.

Peter Weber:

I think I handed you the attached letter from Mr. Bergmann a day or two ago, and you read it over and returned it to me without comment. Can you give me the data to reply to Mr. Bergmann fully, or do you think that I had better get it from Mr. Edison? What about the carbons that he asks for? Can we furnish these readily? I would like to answer Mr. Bergmann this week.

9/11/05.

W. E. G.

Enc-F

*W*

[ATTACHMENT]

TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
LIEBERS CODE  
and ABC 4th. & 5th. Edition.



Machine Department.

**Continuous Current Generators  
and Motors**

for Direct Coupling and Belt Driving.

**Special Motors**

with Wide Range Speed Regulation  
for Driving Rotary Printing Presses,  
Crans, Lifts, Calendars  
and Paper Machines.

Motor-Dynamos, Balancers, Boosters.

**Automobile Motors.**

**Alternating Current Machinery**  
for all Standard Voltages and  
Periodicities.

**Generators, Motors and  
Transformers**

for Single, Two and Three Phase Current.

**Controllers and Resistances**  
for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

**Starting and Regulating  
Switches**

for Direct and Alternating Current  
Motors and Generators.

**Electric Ventilators**

**Exhaustors**

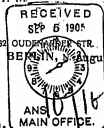
**High Pressure Blowers**

**Ventilating Fans**

for Direct and Alternating Current.

**BERGMANN ELECTRICAL WORKS**

DEPT. M.



Bnn/B.

Mr. W. E. Gilmore Esq.

Orange N.J.

My dear Gilmore,

I wish you would once more send me explicit instructions about welding the cans and details of any new improvements Edison may have since made. We are experimenting and have results but they are not good enough. Please give me the main points that require attention, such as voltage to be used between the arc, revolutions of the carbons, how much dead resistance in circuit, what kind of resistance etc. Is Edison putting magnets in between? *spindle slip or vibrating* The arc does not seem to be steady enough. Please ask Edison to give this his personal attention, as no doubt he can set us straight by a few lines. Also please send us a few dozen more carbons. Please give this your immediate attention and oblige

Yours very truly,

*J. Bergmann*

*gas must be protected the arc from the air*

[ATTACHMENT]

Sept. 21, 1905.

Mr. W. E. Gilmore:-

Attached herewith is copy of instructions for operating the  
[ Electric Welding Machines, a copy of which was originally sent to Mr.  
Bergmann. These instructions answer about all the questions Mr. Bergmann  
asks. I have added the answers to the other questions Mr. Bergmann  
asks.

As regards the information for the new battery I have heard  
Mr. Edison express himself to the effect that he did not want to give  
any instructions on paper regarding the new improvements, in fact I  
have no information or can I get any from Mr. Edison to transmit it to  
Mr. Bergmann.

P. Weber

[ATTACHMENT]

1/9/06

Mr. Bergmann:

ELECTRIC CAN WELDING MACHINES.

The machine is put on a current of 250-270 volts and uses a current of 45-5 amperes for bottom and top and 2.5-3 " " sides

The direction of the current is from the can to the carbon. The arc and the fluid metal is surrounded by a sphere of illuminating gas.

Care must be taken that the gas flame is strong enough to protect the arc against any air draft.

The linear speeds of the carbon are:  
For top and bottom machine, 2 1/2" in 33 sec.  
For the side machine 5" in 48 sec.

The carbon is making 1-5000 rev a minute.

The length of arc carried is 1/32" - 1/16", and it takes 35-40 volts.

In order to get a safe smooth weld the edges to be welded must come close together. The 5/32" high edges on the sides are before welding tapered down in both ends; this will secure a good strong joint with top and bottom seam.

When close (3/16" - 1/4") to the end the current is gradually cut out.

By tops and bottoms the arc is started on the front side, passes around the can (past the side joint without stop) and 3/4" - 1" past



[ATTACHMENT]

2

the starting point and slowly cut out.

The rheostat must be built with 10 contacts minimum, with the capacities 0, 1, 1.5, 2, 2.5, 3, 3.5, 4, 4.5, 5 amperes. The same size rheostat can be used for the top and the side machines.

Before welding the joint must be well cleaned with gasolene.

O. K'd

Checked by

Approved

[ATTACHMENT]

1/9/05.

Mr. Bergman:

ELECTRIC CAN WELDING MACHINES.

The machine is put on a current of 250-270 volts and uses a current of 45-5 amperes for bottom and top and 2.5-3 amperes for sides.

The direction of the current is from the can to the carbon. The arc and the fluid metal is surrounded by a sphere of illuminating gas.

Care must be taken that the gas flame is strong enough to protect the arc against any air draft.

The linear speeds of the carbon are:

For top and bottom machine,  $2 \frac{1}{2}$ " in 33 sec.

For the side machine 5" in 48 sec.

The carbon is making 4-5000 rev. a minute.

The length of arc carried is  $\frac{1}{32}$ " -  $\frac{1}{16}$ " and it takes 35-40 volts.

In order to get a safe smooth weld the edges to be welded must come close together. The  $\frac{5}{32}$ " high edges on the sides are before welding tapered down in both ends; this will secure a good strong joint with top and bottom seam.

When close ( $\frac{3}{16}$ " -  $\frac{1}{4}$ ") to the end the current is gradually cut out.

By tops and bottoms the arc is started on the front side, passes around the can (past the side joint without stop) and  $\frac{3}{4}$ " - 1" past the starting point and slowly cut out.

The rheostat must be built with 10 contacts minimum, with the capacities 0, 1, 1.5, 2, 2.5, 3, 3.5, 4, 4.5, 5 amperes. The same size rheostat can be used for the top and the side machines.

Before welding the joint must be well cleaned with gasolene.

checked by  
116

O. K. d.  
Approved

[ATTACHMENT]

There are no magnets between the resistances.

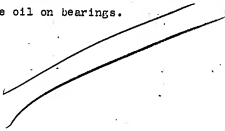
The cause of the arc not being steady may be due to several causes.

The spindle may be a little stiff or if loose it is apt to vibrate.

The arc will also be unsteady if the current is reversed.

Another important point that must be observed is that the gas flame must envelope the arc entirely so as to protect the arc from the air.

After machine is running a little while the spindle gets hot and has to be stopped at intervals to apply some oil on bearings.



Cobalt

Bergmann -

Sept. 13, 1905

Germany imports large quantities of Cobalt ores from New Caledonia a colony of France near Australia - It is called Manginessa Wad or Asbolite, as much as 7000 tons are exported yearly -

I understand that one or two German firms Control the price of Cobalt oxide which ~~is the sole~~ are used for paints & coloring glass & pottery, which is the sole use for the metal, There is a combination between these German firms & the Canadian Copper Co in this country & Belgium than they Control the price for the world I shall use a large amount in the new battery but do not mention this to anyone -

The price is now 3 to 4 times higher than it was 6 yrs ago except the supplies ~~are~~ of ~~ore~~ have increased - I don't propose to

pay tribute to any trust. I believe the Cobalt works are unshaky but am not sure. Please put a man on it & find through Custom House where the Cobalt ores from New Caledonia go - ~~also the parties who own the mines~~

1<sup>st</sup> The parties working up the ores in Germany

2 The name of the Company that owns the mines in New Caledonia, I think there are two or 3 different mines & owners

3<sup>rd</sup> The names of the agents in New Caledonia -

4 = The amount imported -

5 The amount shipped from New Caledonia

6 The price per unit or percent or pound of metallic Cobalt in the ~~per~~ ore - FOB New Caledonia -

7 The average freight from Caledonia to German port

8 & everything else that will help me to get a supply from there cheap -

in the last few months they have discovered large bodies of rich Cobalt ore in Canada. The principal value in the ore being silver. They are now selling the Cobalt in the ore at 140 cents per lb. the buyer simply taking the ore & extracting the Cobalt. There is some nickel for this 15 cents is paid for pound —

From all information I can get the Canadian Copper Co. is gobbling up these mines as well. But in any event the production is bound to overstock the market & the price cannot be held up so I want to get as much information I can

J. J. J. J.

*Belgmann  
Reply to Mr. Edison  
on R. M. Edison's note for  
B.*

Bank-  
Deutsche Bank, Berlin.

Telegram-Address:  
Edisoncell.

Fernsprech-Anschlus: Bnn/Hg.  
Aut 14, Nr. 573.

A. B. C. Code (4th u. 5th Edition)  
and Lieber's Code used.

Deutsche  
Edison-Accumulatoren-Company

G. m. b. H.

Oct 10 1905

BERLIN N., den 13th. September 05.  
Dresdenerstr. 17/18.

*Rogers - Look at these  
Cans & write out a report  
& give it to me - bring Cans  
over & show me all  
about them before I  
send your report*

Thomas A. Edison, Esq.,  
Orange,  
New Jersey, U.S.A.

My dear Edison,

I am sending you by parcel post, two of the new cans manufactured with our tools, which I think you will find satisfactory. They are not plated yet, except at the top, and the seams are not annealed yet. You will also find that the bosses which keep the can in place are drawn up considerably higher than on the cans we have received from over there, which I think is all right. We can only do this by drawing up the bosses before we corrugate the sheets. You will find that on this account they stand more pressure sideways. Please let me have your criticism on these by return mail, and oblige;

Yours very truly,

*S. Belgmann*

P.S.

When shall I get some of the new cells?

Baymann

Deutsche  
Edison-Accumulatoren-Company  
G. m. b. H.

Bank-Conto:  
Deutsche Bank, Berlin.

Telegramm-Adresse:  
Edisonacc.

Fernsprech-Anschluss:  
Amt 14, Nr. 573. Bnn/Hg.

A. D. G. Code (4th u. 5th Edition)  
and Lieber's Code used.

BERLIN N., den 21st. September 1905.  
Drehtelegraph. 17/18.

OCT - 2 Recd  
OCT 3 Arrd  
Baymann -

Thomas A. Edison, Esq.,  
Orange,  
New Jersey, U.S.A.

Shall send the patent  
applications forward  
in about 3 weeks  
will then write you  
fully - E

My dear Edison,

The letter from Stewart to you I have carefully read, and that whole problem of his is only in Stewart's head. I don't believe a word he says, and you are perfectly right to be on the look-out with him. All his interviews with me ended in his borrowing some money from me. Of course I looked upon this as an act of charity, and I always considered when I gave him a hundred marks or so, that I got off cheap, although I am under no obligation to him whatever. The last money he got out of me was during my last stay in London, and I then made Stewart understand that I am not a wandering charity institution, and that that was the last money he would get out of me.

I shall simply write him that we are not ready for such schemes, and that we shall consider the matter later on.

Now, my dear Edison, please let me know how far you are with the Battery. The people who have invested money in the Company here are getting somewhat curious, and want to know whether we are ever going to turn out any Batteries. Let me know something definitely,



*Deutsche Edison-Accumulatoren-Company G.m.b.H.*

---

Thomas A. Edison, Esq.

- 2 -

20.9.1905.

how soon I can promise Batteries, at least how soon I am going to get the new specifications from you for the new plates. Even if you are not quite finished with your special constructions of making the plates, I would suggest that you send me over a plate, or a Battery complete, or whatever you have got in the new direction, and let me start on the tools. To save time, you need not make any drawings, as we are quite capable of making our tools and drawings ourselves here, ~~and~~ you would only have to specify the essential points which we should have to look out for.

I have still three waggons running with your Battery, the Studebaker "Run About," with which Battery I have made over eighteen thousand kilometers, and the Battery has still got 40% of its capacity. Of course I acquired this result with good and careful handling. The second wagon is the "Victoria," four-seated, which I have run about three thousand kilometers so far, but the Battery is as good as new. The third wagon I am running is the American Express Delivery Wagon, which I bought over there. This I have also had running for about four months, and though I do not know how many miles I have made with this wagon, the Battery is still in very good condition, so I am satisfied with the last improvements you have made, the Battery must be all right and ready to go on the Market. Therefore please send me some of the new constructions so I can start, as I am now as far with the tools and rigging up as I can get.

Hoping to receive your early reply;

I am,

Yours very truly,

*S. Rugman*

*Deutsche*  
*Edison-Accumulatoren-Company*  
*G. m. b. H.*

*Bank-Guts:*  
*Deutsche Bank, Berlin.*

*Telegramm-Adresse:*  
*Edisoncell.*

*Fernsprech-Anschluss:* Bnn/Hg.  
*Ant. 14. Nr. 573.*

*A. D. C. Code (4th u. 5th Edition)*  
*und Lieber's Code used.*

*BERLIN N., den 2nd. October 1905.*  
*Dreihundert. 17/05.*

Thomas A. Edison, Esq.,  
Orange, New Jersey, U.S.A.

My dear Edison,

I am to-day sending you two copies of the Agreement between you and the Deutsche Edison-Accumulatoren-Company, according to your own draft. Please sign one of them and return to us. The other one you keep over there.

I had to make one small unimportant change in the second paragraph on the fifth page, where it reads:-

"Such distribution of any surplus earnings shall be made within thirty days after the end of each and every fiscal year of the Company, - etc."

It is impossible to strike a balance thirty days after the end of the year. First, stock has to be taken, and a correct accounting made, and the thirty days is too short. I have therefore put ninety days instead of thirty days, and I hope this will meet with your approval. Everything else is just as you have laid it down.

I wish you would send one of the papers back, signed, at once, as of the Board we are going to have a sitting next month, where I shall have to make a report regarding the situation of the Battery.

Yours very truly,  
*J. Bergmann*

*Cobalt ores  
Germany*

*Deutsche  
Edison-Accumulatoren-Company  
G. m. b. H.*

*Bank-Conto:  
Deutsche Bank, Berlin.*

*Telegramm-Adresse:  
Edisoncell.*

*Presse-Abteilung:  
Aust 14, Nr. 874.*

*A. D. C. Code (4th u. 5th Editions)  
and Lieber's Code used.*

*BERLIN N., den 27th. October 1905.  
Drucknummer. 1716.*

*Bnn/Hg.*

Thomas A. Edison, Esq.,  
Orange,  
New Jersey, U.S.A.

My dear Edison,

I duly received your letter of the 15th. ult. with regard to Cobalt ores, and have ever since been collecting material to answer the different questions you put.

It appears that cobalt ores are handled by a limited number of firms and are not well known, in consequence of which I had to apply to different sources to get all the information you require. Apart from my business friends in France and Germany, I also applied for information to the Kaiserlich Deutsches Statistisches Amt. (Imperial German Bureau of Statistics). I am now in a position to reply pretty fully to your different questions, and should you have any others to put, I do not doubt but that I should be able to give you satisfactory replies.

Question I. The parties working up the ores in Germany. Practically there are only five Works which work up cobalt ore. The most important of these are the Königlichen Hütten (Royal Metallurgical Works) in Freiberg, who extract silver from the argentiferous cobalt ores, and the cobalt ores are also extensively used by the Haupt-Blaufarbenwerk in Oberschlema,

*Deutsche Edison-Accumulatoren-Company G.m.b.H.*

Thomas A. Edison, Esq.

- 2 -

27. 10. 1905.

Saxony. The cobalt won is used almost exclusively in the manufacture of colors, only a very small quantity of metallic cobalt being sold.

Question 2. The name of the Company that owns the mines in New Caledonia.

The different mines are situated between Nepoui and Pouembout, the following being a list of the largest:-

| <u>Name of Mine</u> | <u>Owner</u> | <u>Place</u> | <u>Area<br/>in acres.</u> |
|---------------------|--------------|--------------|---------------------------|
| La Table            | Le Nickel    | Pouembout    | 240                       |
| Helene              | Le Cobalt    | Nepoui       | 300                       |
| Gotta               |              |              | 245                       |
| Thialouise          | Clinchant    | Pouembout    | 160                       |
| Esperance           |              |              | 25                        |
| Baptistine          |              |              | 180                       |
| Courage             |              |              | 300                       |
| Fleur de Liane      |              | Tisa         | 22½                       |
| Prevenus            | Querelle     | Tisa         | 180                       |
| Ressource           | Loment       |              | 30                        |
| St. Frusquin        | Dr. Armacque | Pouembout    | 73                        |
| Fanchonette         | Chenneviller |              | 93                        |
| Onapopy             |              |              | 75                        |
| Imprevue            | Gibert       | Pouembout    | 225                       |
| Louisette           | Train        |              | 105                       |

In addition there are a number of unimportant little mines. The "Le Nickel" Company which is controlled by the Rothschilds is the most important, the next being the "Société Anonyme Le Cobalt," and the

Deutsche Edison-Accumulatoren-Company G.m.b.H.

Thomas A. Edison, Esq.

- 3 -

27. 10. 1905.

"Société le Chrome."

Question 3. The names of the agents in New Caledonia. I hear that the following French firms handle the export of cobalt ores:-

|                       |                        |
|-----------------------|------------------------|
| L. Balan et Fils aîné | in Bordeaux and Nouméa |
| Henry Clinchant       | in Paris               |
| H. Hege & Co.         | in Paris               |

Question 4. The amount imported. According to information supplied by the Kaiserlich Deutsches Statistisches Amt, (German Imperial Bureau of Statistics) the following quantities of nickel and cobalt ores were imported into Germany from New Caledonia:-

|             |                       |                                      |
|-------------|-----------------------|--------------------------------------|
| <u>1901</u> | <u>kg.</u> 11,670,000 | <u>Value in Marks</u> M.1,400,000.-- |
| <u>1902</u> | 14,326,000            | 1,146,000.--                         |
| <u>1903</u> | 31,151,000            | 4,984,000.--                         |
| <u>1904</u> | 12,944,000            | 1,848,000.--                         |

The imports of nickel and cobalt ores from other countries into Germany are so small that they may be neglected, compared with New Caledonia. The great difference (see question 5.) in the quantities given according to the German and French statistics, is, I think, due to the fact that in the German statistics nickel and cobalt ores are treated collectively, while the French statistics refer to cobalt ores only.

Question 5. The amount shipped from New Caledonia. According to the French statistics the following quantities were exported in the year 1903:-

Deutsche Edison-Accumulatoren-Company G.m.b.H.

Thomas A. Edison, Esq.

- 4 -

27. 10. 1905.

|                    |                      |       |                   |                   |
|--------------------|----------------------|-------|-------------------|-------------------|
| to France          | 888,325 kg.          | value | 222,082 francs    | 50 <sup>100</sup> |
| to Australia       | 5,063,877 kg.        | "     | 1,326,352 "       |                   |
| to other countries | <u>2,332,886 kg.</u> | "     | <u>560,606 "</u>  |                   |
| <u>Total</u>       | 8,292,088 kg.        |       | 2,109,040 francs. |                   |

Question 6. The price of metallic cobalt in the ore f.o.b. New

Caledonia. A big firm here who import ores, quote me for a metric ton (1000 kg.) of cobalt ore containing 7% of protoxide a price of M.446.-- c.i.f. Hamburg. For every one-tenth of a unit it contains more, the price is increased by M.11.00. This ore is shipped regularly and can be supplied monthly in quantities. The name of the firm mentioned above is:-

Anton Hirsch & Sohn, Halberstadt.

Question 7. The average freight from Caledonia to German port. The

cost of freight from New Caledonia to German or French ports per ton (1000 kg.) is M.56.00 - M.64.00 by steamer, and M.32.00 by sailing vessels.

It may further interest you to learn that cobalt mines are also worked in Germany in the Bohemian and Saxon Erzgebirge, the production yearly being about 3100 tons.

I think above replies cover the ground pretty thoroughly, but should you require any further information, just let me know, and I will do my best to get it for you.

Yours very truly,  
*S. K. Reumann*

*Deutsche  
Edison-Accumulatoren-Company*

*G. m. b. H.*

*Bank-Conto:  
Deutsche Bank, Berlin.*

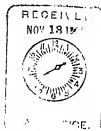
*Telegraphen-Adress:  
Edisonsoci.*

*Fernsprech-Anschluß:  
Amt II, Nr. 873.*

*A. D. C. Code (42 u. 52 Edison)  
and Lieber's Code used.*

*BERLIN N., den. 30th. October 1905.  
Deutschstr. 17/18.*

*Bnn/Hg.*



*W. E. Gilmore, Esq.,*

*Orange,*

*New Jersey, U. S. A.*

*My dear Gilmore,*

Thanks for yours of 16th. October. We have no trouble now in welding the Cans, but of course we cannot go ahead with the manufacturing until Edison says the word.

Relative to the progress of the Battery, there is very little satisfaction as I do not hear anything from Edison one way or the other. Of course I understand that you are quite as much in the dark as to the situation as I am, therefore you can easily imagine how I feel in this whole matter. People have put their money in with full confidence, and when they ask me how the situation is, I simply have to tell them that I do not know, as I hear nothing from Edison. I can tell you this is pretty tough. If I knew it would do any good, I would take a run over there. Please let me know whether you think my going over there would improve the situation at all. Of course I do not want to go on a fool's errand, so that when I get there I should not get any satisfaction. We have big expenses here, and the money spent will

Deutsche Edison-Accumulatoren-Company G.m.b.H.

W. E. Gilmore, Esq.

- 2 -

30. 10. 1905.

not do anybody any good. As I have written you before, I cannot shut down the factory. I simply could not show myself again. Edison perhaps does not care about such sentiments, but I do.

Please let me know, as far as you can, on receipt of this, how the situation stands, as I cannot go on in this way much longer. We are just the laughing stock of the Storage Battery people, and I tell you these ~~other~~ people have not been standing still as regards improving the ordinary lead Battery.

I cannot understand why Edison asked me to start a Company over here and go ahead and push this business. He must have known at that time, that the Battery was not fit to go into the Market, and it would not have been a loss to anybody to have waited until now. We could have saved a lot of money, and we should not have been looked upon with suspicion, as is the case now. I could turn out Batteries at two weeks' notice if I could only go ahead, and have the active material. Of course you will understand that this cry is only for yourself.

I understand that Mr. Schimerhorn has been over here, but I am sorry to say that I did not have the pleasure of meeting him. Are you perhaps coming over soon? I would suggest that if you cannot come yourself it would perhaps be advisable to send Peter Weber over on a short trip, before you start in manufacturing the Batteries on a large scale. I feel sure that I could save Edison some money, as we have, I think, made quite some improvements in cheapening the manufacturing of the different parts. Of course it would never do to



Deutsche Edison-Accumulatoren-Company G.m.b.H.

W. E. Gilmore, Esq.

- 3 -

30. 10. 1905.

<sup>Hilber</sup>  
tell Edison that he should come over for such a purpose, you would have to find some other pretext if you were to send him or some one else. At all events, exchanging ideas and practical experience from both sides is, I think, very essential in order to get the manufacturing done in the cheapest way.

Hoping that you and Mrs. Gilmore and the children are enjoying the best of good health, and thanking you for the kind attention you have given to this Battery business for me, and hoping to receive some encouraging news soon;

I am, with best regards,

Yours very truly,

*S. Bergmann*

*Cobalt minerals*  
*Bergmann*  
TELEGRAPHIC ADDRESS:  
FULGURA-BERLIN  
== LIENS CODE ==  
and ABC 1th. & 2th. Edition.



Machine Department.



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and Motors  
for Direct Coupling and Belt Driving.

Special Motors  
with Wide Range Speed Regulation  
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for Single, Two and Three Phase Current.

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for operating Cranes, Hoists and Lifts  
with Direct and Alternating Current  
Motors.

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Switches  
for Direct and Alternating Current  
Motors and Generators.

Electric Ventilators  
Exhaustors  
High Pressure Blowers  
Ventilating Fans  
for Direct and Alternating Current.



## BERGMANN ELECTRICAL WORKS

DEPT. M.

23-32 OUDENARDER STR.  
BERLIN, N. 8th. November 1905.

Bnn/Hg.

Thomas A. Edison, Esq.,  
Orange,  
New Jersey, U.S.A.

*await samples*  
*E*

My dear Edison,

With further reference to my letter of the 27th.  
October on the cobalt question, I am to-day sending  
you a sample of the cobalt ore quoted by Messrs. Aron  
Hirsch & Sohn at M.446.-- per 1000 kg., f.o.b. Hamburg.  
The same firm also quote me a price of M.35.50 per  
kilo for metallic cobalt of 98 to 99%, samples of  
which, in the form of cubes, I am also sending you.

Their price is not, however, a firm one, but  
is subject to fluctuations, depending upon the market  
price of the metal at the time the order is placed.

This extra information and the samples will no  
doubt be of interest to you.

Yours very truly,  
*J. Bergmann*

*4/33*  
Encls.  
2 samples

*4/355*  
*2/44*  
*4.4*

**1905. Edison, T.A. - General (D-05-06)**

This folder contains correspondence and other documents relating to a variety of subjects. Included are documents that deal with more than one subject or that do not fall under the main subject categories in the Document File. Among the items for 1905 are letters from longtime Edison associates Charles Batchelor, Herman E. Dick, Etienne de Fodor, and Robert H. Thompson, as well as letters from Andrew Carnegie and Booker T. Washington. Also included are letters pertaining to Edison's deafness, vision impairment, and false teeth, along with correspondence concerning his portland cement.

All of the documents have been selected except for duplicates.

the fruits wife of friend of Thomas Edison

~~Mr. Thomas A. Edison~~  
Port Huron Jan 3rd 1905

Mr Thomas A. Edison Dear Friend I write  
you today to ask a favor I am sorely in  
need of a little money. Mr Symington  
sickness and death took about all  
we had The children did all they  
could and do now what they can  
but old age brings much expense that  
old age cannot earn Can you help me  
to a little money. I would be very thank-  
ful for any amount I hope I have  
not asked for something you are  
unable to give Thanking you for past  
favours and many kindnesses to my  
dear old husband and wishing

you and family a prosperous  
new year. I remain

Wm James Lymington

P.S. If you can comply with my request  
Please address Port-Huron Gen delivery  
if you cannot please answer any way.

Wm L.

T9E



Answered  
March 13/05

Saying folks came from viewing me  
Mr. H. B. <sup>was born in</sup> <sup>Lincoln Me</sup>  
Edison Detroit Mich  
This is sorry I can't thank you  
Dear Sir

Tillsonburg will have an  
Old Boys & Young Girls Reunion July 3<sup>rd</sup> & 4<sup>th</sup> 1905  
and history has it that you came from the  
McCurdy Settlement East of Vienna.  
The Garnet boys will be on hand and I  
understand their father was the old School  
Teacher in that neighborhood.  
I know you are a very busy man but then  
an occasion of this kind where you might meet  
some of the old School Chums many, not quite so  
famous as you are, would I think more than  
balance for the time used and it certainly would  
be an honor to the old Boys Reunion.  
The old boys and the Towns people would be pleased  
to have join them in their celebration.  
Believe me dear Sir yours sincerely  
J. Melvin Early Sec

*THE Friends*

EGYENÁRAM

BUDAPESTI ÁLTALÁNOS VILAMOSSÁGMR. T.

VII, KAZINCZY-UTCA 21. SZÁM.

Sürgőnyezim: EGYENÁRAM.

TELEFON 14-64.

*Budapest, January 16th, 1904*

Thomas A. Edison Esq.

Orange, New Jersey.

United States.

Dear Sir:-

I wish to acknowledge the reception of your favor of December 19th, 1904, together with your autographed photograph and at the same time offer my best thanks for your kindness.

I may further add, that, as one of the oldest European Edison men, I have often wished for such a personal token from you, and am happy now to be in possession of the same.

With kindest regards and best wishes, I remain,

Yours very truly

*Etienné de Fodor*

Form No. 1.

**THE WESTERN UNION TELEGRAPH COMPANY.****23,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.**

This Company TRANSMITS and DELIVERS messages only on condition limiting its liability, which have been admitted to by the sender of the following messages. Errors and its possible against any or repeating a message made in the sending station for completion, and the Company will not hold itself liable for errors or delays in transmission or delivery of the aforesaid messages, beyond the amount of money actually received, nor to any one whose location is not provided in writing within sixty days after the message is filed with the Company for transmission.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

ROBERT C. CLOWRY, President and General Manager.

|        |                             |             |        |
|--------|-----------------------------|-------------|--------|
| NUMBER | SENT BY                     | RECEIVED BY | CHARGE |
| 2      | 230 MAIN ST., ORANGE, N. J. | J. Paid     | 816    |

**RECEIVED TELEPHONE RD.**

Dated Jan 16 1905  
 To Union Station Cleveland Ohio  
Thos. A. Edison

Orange  
See you Monday sailing  
Tuesday  
H. E. Dick



TOE - Dr. endo



PRINCETON INN  
EDWIN H. LEE, MANAGER.

PRINCETON, N. J. *January 17, 1905*

My Dear Edwin

Stephens Randolph  
knows it was that I could not  
come today, Kenneth must have  
an operation on his knee. All  
the surgeons here in Princeton  
cant get it back & the place for  
it is at home with his mother  
not here among strangers so  
we are leaving for Chicago

Hurrying from  
Mexico

[ATTACHMENT]

Kenneth W. Dick Jun 17/08  
Princeton Prep.

Princeton

N. J.

Write me how you are <sup>this</sup>  
~~sailing tomorrow. I was to~~  
to Meyers Hotel Hoboken  
am sailing tomorrow

200 ~~Post~~ 33 ps. Father  
0.90 ~~90~~ 90 ps

Tue. Jan. 24

Jan. 24, 1905

Madison, Wis.

Dear Mr. [unclear]

I received your letter

of the 20th inst.

(20)

ANDREW CARNEGIE  
2 EAST 91ST STREET  
NEW YORK

Aug 27<sup>th</sup> 1905

Dear Miza

I have been watching  
your progress the past few days  
with anxiety. altho reports have  
been uniformly favorable.

Today, Mrs. Frank's came and  
after thorough cross questioning  
I am relieved.

You are out of pain and doing  
finely. So be it -

I do hope you will take this  
lesson to heart and resolve to  
do only ten Men's Work instead  
of twenty, hereafter - Take things  
easily & last long -

With every good wish for  
you and yours  
Always, Your friend  
Andrew Carnegie

A. MCL. HAWKS  
CONSULTING AND EXPERT ENGINEER  
402 BERLIN BUILDING  
P. O. BOX 888  
TACOMA, WASH.



TAE

Mr. J. M. Hill.

~~160 Madison Ave. New York~~

New York

Jan 30, 1905

A. MCL. HAWKS  
CONSULTING AND EXPERT ENGINEER  
402 BERLIN BUILDING  
TEL. JOHN 3081  
P. O. BOX 888

Mr. J. M. Hill

To Thos. A. Edison, Esq.

TACOMA, W.

Jan. 30th. 1905.

Dear Sir:

New York.

You think I have lightly regarded my promise to you concerning the old "ham" for Mr. Edison - but I have not. I have had the matter up with several parties - but cannot find a ham anywhere of less than 75# weight.

They tell me that the others are "baby" old'skins - it is against the law to kill them.

Smoked old meat (like "jerked" buffalo) can be obtained - but none of it with great rapidity as the old is rapidly being exterminated.

If you will let me hear as to whether either of the above will suit Mr. Edison I will then try to forward the matter at once.

Best respects,

Thos. A. Edison, Esq.  
Orange, N.J.

Yours very truly,

A. M. C. Hawks,

Dear Sir:

If you will express your wishes in the above I will at once take the matter up & be happy in doing all I can in your interests. This letter is returned to me as per the enclosed envelope. Anticipating your pleasure I hope to hear from you soon. Yours &c A. M. C. Hawks

71 BROADWAY,  
NEW YORK.

February 7th, 1905

Mr. Thomas A. Edison,  
Orange,  
New Jersey.

Dear Mr. Edison:-

I shall shortly receive some of the new tantalum lamps from Messrs. Siemens & Halske. I shall take pleasure in sending, say, ten of them to you, should you so desire, and will forward them to whatever address you may indicate.

Should you test these lamps, I shall be much obliged if you will kindly inform me of the result of such test. With best wishes for your health, I am,

Very truly yours,

*Edmund A. Mearns*

[Misdated; Correct date is February 8, 1905]

TAE - Friends  
H.E. Dick



GENERAL OFFICES:

**A.B. DICK COMPANY,**

SOLE MANUFACTURERS

**Edison Mimeographs**

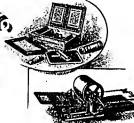
AND ICE SUPPLIES.

161-163 WEST JACKSON BOULEVARD.

BRANCH DEPOT:  
47 NASSAU STREET,  
NEW YORK.

CABLE ADDRESS:

"DICK," CHICAGO.



Chicago.

Feb. 6, 1904

Friend Rudolph.

Have your letter and  
am glad to hear that Mr. Edison is all  
right. I bought Kenneth home from the  
hospital yesterday. He is doing all right  
and should be able to use his leg in  
a few months. Shall probably see  
you in about two days for I leave as  
soon as I know that Lewis is all

With best wishes I am

Yours to great better instance  
a stamp I can imagine  
Sincerely yours  
R. D. D.



All rights reserved

*The*  
**Electrical Magazine**  
AN INTERNATIONAL MONTHLY  
RECORD OF ELECTRIC PROGRESS.  
Illustrated.

Founded and Edited by THEO FEILDEN.

Telegram:  
"UNIFORM, LONDON"

4, SOUTHAMPTON ROW,  
HOLBORN,  
LONDON, W.C.

Feb. 8th 1905.

..... M. .... Dept.

Thomas Alva Edison, Esq.,  
West Orange,  
New Jersey, U.S.A.

Dear Mr. Edison,

With reference to the cordial reception you gave me in September last when on a visit to your laboratories with the Institution of Electrical Engineers, I have the pleasure to present you with a copy of the Souvenir Issue of *THE ELECTRICAL MAGAZINE*, just published, being a record of the American Tour and which contains a number of reproductions of faces and places which will be familiar to you.

You will find on pages 59, 60 and 61 references to and pictures of your good self. The one at top of page 60 has a somewhat pathetic interest, as it represents Mr. Mullin -- who, I have just learnt, is now dead -- talking to you on the eve of our departure.

I should greatly value an expression of your opinion as to the Souvenir Issue, which has entailed a large amount of time, anxiety and capital to produce.

Trusting you have quite recovered from the effects of your operation, and thanking you in anticipation of a line at your convenience,

I am, dear Mr. Edison,  
Very faithfully yours,

*Theo. Feilden*

P.T.O.

P.S. I am sending the issue carefully packed under separate cover.  
Can I enrol you as a subscriber to the ELECTRICAL MAGAZINE? I  
should greatly appreciate the fact of having Your esteemed name  
on our list. You will find particulars on form in the issue.

[ATTACHMENT]

*Publication*

*Mrs.  
Feb 27/05*

My Dear Feilden -

I have seen nothing in the way  
of a ~~Journal~~ ~~Editorial~~  
among our Electrical

My Dear Feilden  
When the Electrical crowd do

anything it is up to date and  
Excellent that is the case with

your ~~Sourthern~~ Edition,

its hard to beat,

Edison

REAL ESTATE.

INVESTMENT SECURITIES,  
STOCKS AND BONDS

OFFICE OF

H. LIVINGSTON ROGERS,

No. 7 PINE STREET,

ADVICE

LOANS AND MORTGAGES.

*reg*  
*Answered*  
*March 6-1905*

Thomas A. Edison of New York, *Says that I know*  
of Laboratory, Orange, N. J. *My opinion would*  
My dear Sir, If you recollect, I have been a stockholder in  
several of your enterprises, & knowing your inventive genius, I  
bring the within your attention which shows capability of  
immense results. It is making "Bick-Machine" (I have  
out Bick by the economy of "McDonald" instead of "Grand-  
Labor" results should be similar to the Typewriter, Sewing-  
Machine, Hammer, &c. &c. It is said that from \$1.00 to \$2.00 per  
thousand of Bick is the saving in cost. The production of the  
Country is Poor Millions of hours, so, 1 million per year could be saved  
on 1/10th of the business, of a success. The Capital of company is

REAL ESTATE.

INVESTMENT SECURITIES,  
STOCKS AND BONDS

OFFICE OF

H. LIVINGSTON ROGERS,

No. 7 PINE STREET,

LOANS AND MORTGAGES.

New York, 190

*My dear Sir,*  
*only 100,000, & if estimates are correct, could grow to 10 mil-*  
*lions". These possibilities are so great, that a small risk*  
*can readily be taken by a capitalist to win them.*  
The outset & inventor are poor, & having spent their re-  
sources (\$10,000 about) need some \$25,000 to complete the  
Plant (1/10th completed), & to demonstrate it (\$100,000 work  
& material on Plant), & \$800,000 expenses of "Demonstration", & on  
any reasonable terms. As, 57% of the stock can be had for  
\$25,000, put into the Treasury. Please reflect on the attractive  
features of the control of the cost Bick had & upon the risk of  
so small a sum. Would you like to investigate this? Most truly,  
The owners are practical Bick men, formerly Mr. H. Livingston Rogers.

*M* / Nickel Plating  
PLATING DEPT

MEMO FROM

TELEPHONE No 2272.

*Answered  
March 11/04*

Mr T.A. Edison

Orange

New Jersey U.S.A

Re your Patent No 26940.

We have seen a short reference to this described as a continuous apparatus for Nickel Plating & if the matter is in a condition to be applied commercially we shall be glad to here from you further particulars as the account we have seen is too brief to clearly explain the point of the invention.

Our idea would be if possible to utilise your patent in our own business if you are agreeable to our doing so.

*Say to him that we shall have the apparatus working in England at some future time & if*

*P. F. Smith  
P. Marshall  
J. J. J.*

71 BROADWAY  
NEW YORK

February 17th, 1905

Mr. Thomas A. Edison,  
Orange,  
New Jersey.

Dear Mr. Edison:-

I take pleasure in sending you today by express, prepaid, ten of the new Tantalum Lamps that I have just received from the Siemens & Halske A.G.

It is possible in this as in almost all cases of new productions that, owing to some slight irregularity in manufacture incidental to its inauguration, there may be a small percentage of these lamps that may not prove under test to be equal to the standard of efficiency that has been attained and, it is expected, will be maintained.

Should you desire additional lamps, I shall be pleased to furnish them, so long as my supply holds out.

Sincerely yours,



[ATTACHMENT]

Longs. ~~inclusion~~

Mrs. Feb. 11/05

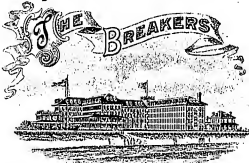
My Dear Adams —

Plans received to which receive  
my thanks, I shall put them at  
work & see what they will do.

On general principles ~~the~~  
they lack somewhat practicability

Yours  
Edison

TRE-Saints  
B. Douglass



FRED STERRY, MANAGER.

Full information is given in the Florida East Coast Hotels and the Homestead Hotel, Hot Springs, Va., can be obtained from the New York Office, 243 Fifth Avenue.  
Telephone 1-2724 Madison Square.

THE  
FLORIDA EAST COAST HOTEL  
COMPANY.

HOTEL CONTINENTAL.  
HOTEL PONCE DE LEON.  
HOTEL CORROVO.  
HOTEL ALCAZAR.  
HOTEL ORONHO.  
HOTEL ROYAL SOUVIGNA.  
HOTEL ROYAL PALM.  
HOTEL ROYAL VICTORIA.  
HOTEL COLONIAL.

THE HOMESTEAD, HOT SPRINGS, VA.  
CHAS. HILL, Prop. Genl.  
FRED STERRY, MANAGER.

*Answered  
March 1st*

*Palm Beach, Fla.* Feb'y. 25th, 1905.

Mr. Thomas A. Edison,  
Orange, N. J.

My dear Mr. Edison :-

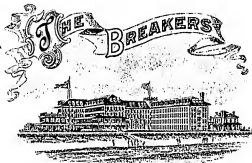
Since my arrival in Florida the weather has been simply perfect, and I sincerely hope that you will be able to visit Ft. Myers this winter. Yesterday was the first day that I attempted fishing. I succeeded in getting seven large trout, the smallest weighed six pounds and the largest 15 pounds.

If it is possible for us to visit you in Ft. Myers I shall be delighted to do so. I have always longed to kill a tarpon, and I know that the tarpon are caught in the Caloosahatchie River earlier than they are on the Coast.

Mr. Jenkins, I understand leaves to-day for Palm Beach, and I trust the trip will be beneficial to Mrs. Jenkins.

I hope that you are steadily improved, and that nothing will interfere with your visit South.





FRED STERRY, MANAGER.

Full information is given in the Florida East Coast Hotels and the Homestead Hotel, Hot Springs, Va., can be obtained from the New York Office, 243 Fifth Avenue.  
Telephone: 1-2254 Madison Square.

THE FLORIDA EAST COAST HOTEL COMPANY.

HOTEL CONTINENTAL.  
HOTEL PRINCE OF LEON.  
HOTEL CORDOVA.  
HOTEL ALCAZAR.  
HOTEL OLYMPIA.  
HOTEL ROYAL COCHINA.  
THE BREAKERS.  
HOTEL ROYAL PALM.  
HOTEL ROYAL VICTORIA.  
THE COLONIAL.

THE HOMESTEAD, HOT SPRINGS, VA.  
CHAS. ALL THE YEAR  
FRED STERRY, MANAGER.

*Palm Beach, Fla.*

-2-

With kindest regards both to yourself and

Mrs. Edison, believe me,

Faithfully yours,

*Benj. Douglass Jr.*

*My Dear Mr. Douglass*

It is somewhat doubtful if I can  
go to Florida this year but hope  
so - Since they have the RR & better  
Hotel at Myrtle I hope you will  
go over anyway & catch a 200 lb.  
Tarpon which will spoil you  
for any other kind of fishing -  
With Regards to Mrs. & I am yet

Atty 405

Very last want to  
sell as I like my place in Fla

THE NATIONAL BANK OF BRISTOL  
Bristol, Tenn. Va.  
JNO. C. ADAMS, PRESIDENT  
JNO. H. CALDWELL, VICE PRES.  
CARL W. WATSON, CASHIER  
JAS. W. LYNN, ASST. CASH.

Answered  
March 1905

Feb 27 1905  
Mrs. Thos. A. Edison  
Orange, N.J.

While in Fort Myers, Florida  
last month I saw your residence  
property unoccupied. I want to buy  
property in some South Florida town  
and if you wish to sell yours, I will  
be glad to take up the matter with you.

I wish to pay for the property I buy  
with the stock or stock and bonds of  
Coal Companies. I own stock and bonds  
of the Gordon Coal & Coke Co. of Eagle W. Va., which  
is one of the best properties in the Kanawha  
District. We are now mining about 1200 or  
1500 Tons of coal per day, and selling at  
at a good profit. I also own stock and  
bonds in the Columbia Colliery Co. located  
in the Pocahontas District, also stock and  
bonds of the Black Mountain Coal Land Co

of Lee County, Virginia, to which the Louisville  
Nashville R.R. Co. has just completed  
an extension of their R.R. at a cost of  
1800,000; all these properties are the  
very best, and the securities are all  
of exceptionally high value. If you  
care to consider the matter I will  
give you references in regard to the  
properties.

Very truly yours

J. H. Caldwell

THE-211025



A. W. BLUM,

Manufacturing and Prescription Optician.

We Carry Stock Everything Relating to the Optical Business.

318 MAIN STREET.

L. D. Phone 723 R.

Orange, N. J.

Feb. 28<sup>th</sup> 1905

*Shows him to  
find out &  
tell him to  
have been served  
from order that  
you are to be  
of that Mr. Edison*

I have those 6 frames  
still here made for you, which you ordered  
Decbr. 24<sup>th</sup> ult. I wish you would send  
me the Spectacles, which your Oculist had  
made for you, for comparison. I don't  
think that there is any material difference,  
as from the test I made, when you was  
at my Office. The growth which was removed  
by operation no doubt was the cause of your  
pains in head when reading long. I am  
very glad to hear that you are progressing  
so well and hope you will soon be entirely  
well from the effect of the operation. Should it  
be convenient to you, I probably could arrange  
to call on you sometime, as you know it is  
hard for me to get away during business hours.  
Looking to hear from you I remain yours truly  
A. W. Blum

X-Ray

W. S. ANDREWS,  
SCHENECTADY, N. Y.

Received  
May 13 1905

*Can't remember if Willemite  
was in my list. The list was  
published in The Electrical Engineer  
in several issues. Have you  
no copy?*

My dear Mr. Edison, - I know that you have taken considerable interest in the study of fluorescent and phosphorescent minerals and that you have a wide knowledge of the same and of the literature connected with these phenomena. I am therefore led to inquire if you can give me any information as to the earliest printed or written reference to the fluorescent properties of willemite (natural zinc ortho-silicate) under the excitation of ultra violet light or X-rays.

I believe you examined the fluorescent properties of several thousand different kinds of minerals about the year 1895. Do you remember if willemite was included in your list at that time? If, not, when did you first learn of its fluorescent properties?

Apologising for troubling you and thanking you in advance for any data you may be able to give me, I remain,

Yours very truly,

*W. S. Andrews.*

Mr. Thos. A. Edison,  
Orange, N. J.

May 1st, 1905.

*P.S. Please accept my cordial congratulations  
on your quick recovery from recent sickness and  
operation.*  
A.

FILE  
MAY 4/05

ROOM 635, PARK ROW BUILDING  
NEW YORK CITY, U.S.A.

May 2nd, 1905.

Mr. Thomas A. Edison,  
Llewellyn Park, N. J.

Dear Sir:-

Miss Johnston will call to make the portrait of you  
at any time after Tuesday which may suit your convenience.

Yours very truly,

Wm. Lawrence

T. A. Deane, Inc.

GENERAL OFFICES:



**A.B. DICK COMPANY**

*Sole Mfrs. of*  
**Edison Mimeographs**  
*EDUCATIONAL SUPPLIES*

BRANCH DEPOT,  
47 NASSAU STREET,  
NEW YORK.

161-163 WEST JACKSON BOULEVARD.



CABLE ADDRESS:  
"DICK" CHICAGO.

Chicago, 14th May 1905

Send the letter to Hall

My Dear Edison: ask him to pay whatever is

owed me any way that

legal + reasonable way

you can arrive paying the income tax on the

shares you sold as they were given to you

and the office knows it. Would advise that

you write Hall and have him ascertain just

what the rate is & have him send you a

bill. He will attend to this with pleasure &

knows just what to do from his record of

the ones. It is I believe about one shilling in

the pound.

Sincerely yours  
T. A. Deane

COLUMBIA UNIVERSITY  
DEPARTMENT OF CHEMISTRY  
HAVEMEYER HALL  
116TH STREET AND AMSTERDAM AVENUE

PROF. C. F. CHANDLER  
Telephone 121 MORRISSENE

New York May 18, 1905.

Thomas A. Edison, Esq.,  
Orange, N. J.

My dear Mr. Edison:-

A communication bearing your signature with regard to cement and a cement test ~~reached~~ <sup>reached</sup> me this morning, and I am turning it over to our Professor Woolson who has charge of this branch of investigation and I have no doubt you will hear from him.

If you are up in mental telepathy you must be aware of the fact that I have been lecturing to the second year students in the Schools of Applied Science for the last two weeks on electric lighting. I have had occasion to mention you so often in connection with the electric light that it really must have been a bore.

I never have forgotten the pleasant days we spent together with Professor Barker at Mr. Wallace's laboratory playing with his new dynamo and his new arc light.

Very sincerely yours.

C. F. Chandler

RAE  
Sends  
J.F.R.  
Mr. Edison  
Should see this  
letter



TAE  
writing

May 20/05-

Matcham,

The finer you grind, the better  
the Cement and the harder it  
will be ~~for~~ <sup>to</sup> 'infinitely' extend

the erection of new mills ~~to~~

~~kill the market~~, large works

can afford to experiment or keep

up to date. <sup>I think</sup> You take an entirely

wrong view of the matter. In my  
opinion, improvements in

an art never yet hurt the  
large manufacturer but only  
the small one



24-06-16  
ROBERT T. WARREN, Principal

WARREN LOGAN, Treasurer

The.....  
TUSKEGEE NORMAL AND INDUSTRIAL INSTITUTE

COMMITTEE ON INVESTMENT  
OF ENDOWMENT FUNDS

Mr. Wm. H. BALDWIN, JR.  
President Long Island Railroad  
126 Broadway, New York City

Mr. J. G. PHILIP STOKER  
100 William St., New York City

Mr. GEORGE F. PEARMAN  
54 William St., New York City

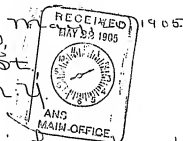
Mr. PAUL M. WARREN  
22 William St., New York City

.....Tuskegee Institute, Alabama.....

For the Training of Colored

Young Men and Women

Mr. Thomas A. Edison,  
83 - Chambers St.  
New York, N. Y.



Dear Sir :-

Our students pay their board partly in work and partly in cash, but they are wholly unable in addition to pay the cost of teaching, which is fifty Dollars per year for each one. If you can help us in any measure, however small, to meet the cost of tuition, we shall be very grateful. Our endowment is not sufficient to enable us to run the institution without asking help.

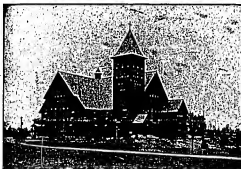
The enclosed printed matter will give you some definite information as to our condition and needs.

Yours truly,  
Robert T. Warren  
Principal

[ENCLOSURE]

**TUSKEGEE NORMAL AND  
INDUSTRIAL :: INSTITUTE**

TUSKEGEE INSTITUTE, ALABAMA



THE TUSKEGEE INSTITUTE CHAPEL—BUILT ALMOST WHOLLY BY  
STUDENT LABOR

**COMMITTEE ON INVESTMENT OF ENDOWMENT FUND**

|                         |                                     |
|-------------------------|-------------------------------------|
| Mr. Wm. H. Baldwin, Jr. | President, Long Island Railroad     |
|                         | 88 Broadway, New York City          |
| Mr. J. G. Phelps Stokes | - 100 William Street, New York City |
| Mr. Geo. Foster Peabody | - 54 William Street, New York City  |
| Mr. Paul M. Warburg     | - 52 William Street, New York City  |

TUSKEGEE INSTITUTE PRESS

[ENCLOSURE]

TUSKEGEE NORMAL AND INDUSTRIAL INSTITUTE

SO MANY friends are interested in the work of the Tuskegee Normal and Industrial Institute, that I feel it my duty from time to time to keep them informed of the condition and progress of the institution.

During the year just closed, May 25, there were enrolled in all of the departments of the school, representing thirty-six states and nine foreign countries, 1,501 students. In all the departments there were 151 instructors, officers, and employees of various kinds.

Since the institution was founded, we have sent out as workers in various fields about 6,000 men and women who have finished a full or partial course, and who are doing good work.

The institution has property, including lands, buildings, personal property, etc., valued at \$95,567.15. The present endowment is \$1,050,450.28. The annual current expense is about \$160,000. To meet this we have resources as follows:

|                              |           |
|------------------------------|-----------|
| Income from Endowment.....   | \$ 40,000 |
| State Appropriation.....     | 1,500     |
| John F. Slater Fund.....     | 10,000    |
| General Education Board..... | 10,000    |
| Miscellaneous Sources.....   | 5,410     |
|                              | <hr/>     |
|                              | \$66,910  |

Leaving to be collected each year.....\$19,087

This amount has to be secured each year for current expenses, mainly by personal appeals, to say nothing of the large amount it is necessary to spend annually at a practically new institution for permanent improvements, and for insurance, as well.

Our needs at present are mainly in two directions: money for current expenses and increase of the endowment fund to \$3,000,000.

Contributions may be made to the current expense fund in the form of fifty dollar scholarships in smaller or larger amounts.

Contributions may be made to the endowment fund in the form of \$1,000 for a permanent scholarship, or in smaller or larger amounts.

Some of the special needs, aside from the two items mentioned are, improvement and equipment of farm, \$15,000; improvement of steam plant and water works, lighting, etc., \$12,000.

There has seldom been a time when the institution was more in need of funds than it is at the present time. It is hoped that this frank statement will result in a generous response.

Correspondence may be had with BOOKER T. WASHINGTON, Principal, or WARREN LOGAN, Treasurer, Tuskegee Institute, Alabama, or with any of the Trustees whose names and addresses appear on last page of this circular.



[ENCLOSURE]

Trustees

MR. GEORGE W. CAMPBELL, President.....Tuskegee, Ala.  
 REV. H. C. BEDFORD, Secretary.....Beloit, Wis.  
 MR. WARREN LOGAN, Treasurer.....Tuskegee Institute, Ala.  
 MR. LEWIS ADAMS.....Tuskegee Institute, Ala.  
 MR. CHARLES W. HARRIS.....Tuskegee, Ala.  
 MR. BOOKER T. WASHINGTON.....Tuskegee Institute, Ala.  
 MR. JOHN C. GRANT, LL. D.....Chicago, Ill.  
 MR. J. W. ADAMS.....Montgomery, Ala.  
 REV. GEORGE A. OGDEN, D. D.....Boston, Mass.  
 REV. CHARLES F. DICK, D. D.....Jamaica Plain, Mass.  
 MR. J. G. PHELPS STOKES.....New York City  
 MR. WILLIAM H. BALDWIN, JR.....New York City  
 MR. R. O. SIMMONS.....Furman, Ala.  
 MR. H. H. HANNA.....Indianapolis, Ind.  
 MR. GEORGE FOSTER PRABODY.....New York City  
 MR. ROBERT C. OGDEN.....New York City  
 MR. PAUL M. WARRUHO.....New York City

Committee on Investment of Endowment Fund

MR. Wm. H. BALDWIN, JR., 128 Broadway, New York City  
 MR. J. G. PHELPS STOKES, 100 William St., New York City  
 MR. GEO. FOSTER PRABODY, 54 William St., New York City  
 MR. PAUL M. WARRUHO, 52 William St., New York City

Form of Bequest

I give and devise to the trustees of the Tuskegee Normal  
 and Industrial Institute, Tuskegee Institute, Ala., the sum  
 of.....dollars, payable, etc.

TELEPHONE N.Y. 2812-3875 ST.

TELEPHONE CHICAGO. 1400 HARRISON.

Answered  
June 1, 1906.

*J. Wesley Allison,*  
*Vanderbilt Ave. & 44<sup>th</sup> St. New York.*  
*325 Hookery, Chicago.*

*Write Address.  
Wellborn*

Morrisburg, Ont. May 27th. 1906

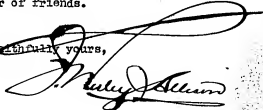
Thomas A. Edison, Esq.  
Orange,  
New Jersey.

Dear Mr Edison:-

Your esteemed favor of the 23rd. is very greatly appreciated. I am perfectly satisfied that you will work everything out to the satisfaction of all concerned.

I am particularly anxious to know if you cannot come to the St. Lawrence and visit me at my island for a few days, at a time most convenient to yourself, where I would like to have you meet a number of friends.

Faithfully yours,



Dist:- J. G. B.

*Can't come too busy  
on battery -*

TELEPHONE N.Y. 2312-3075T.

TELEPHONE CHICAGO, 1400 HARRISON.

*J. Wesley Allison,  
Vanderbilt Ave. 244th St. New York  
325 Rockery, Chicago*

*Write Address  
William*

Morrisburg, Ont. June 8th. 1905.

Thomas A. Edison, Esq.,

O r a n g e,

N. J.

Dear Mr. Edison:-

Acknowledging receipt of your esteemed favor of the 1st inst. would say that I note that you are very busy with your battery and it will be impossible for you to leave your laboratory at present. If later on this summer you can get away for a few days, I would more than appreciate having you here with me as there are a number of influential and wealthy Canadians, whom I would like very much to have you meet, and whom might be useful in some of your undertakings in Canada.

With very kind personal regards,

I am,

Diot:- J. G. B.

*[Handwritten signature]*  
V. J. Allison

TAE

GEORGE F. REYNOLDS,  
THOMAS F. REYNOLDS,  
THOMAS M. DART.

SECOR. REYNOLDS & Co.

BANKERS AND BROKERS,

33 WALL STREET. New York City.

MEMBERS OF THE NEW YORK STOCK EXCHANGE.

BUY AND SELL STOCKS AND BONDS, GOVERNMENTS, INVESTMENTS,  
AND MISCELLANEOUS SECURITIES FOR CASH OR ON MARGIN.

PRINTED WITH THE  
NEW YORK STOCK EXCHANGE.

TELEPHONE 4242  
4243 BRAD.

NEW YORK June 14 1905

GEORGE F. REYNOLDS,  
THOMAS F. REYNOLDS,  
THOMAS M. DART.

SECOR. REYNOLDS & Co.

BANKERS AND BROKERS,

33 WALL STREET. New York City.

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AND MISCELLANEOUS SECURITIES FOR CASH OR ON MARGIN.

PRINTED WITH THE  
NEW YORK STOCK EXCHANGE.

TELEPHONE 4242  
4243 BRAD.

NEW YORK June 14 1905

Mr. Thomas A. Edison

Dear Sir:

Enclosed please find  
receipt for \$269.26.

The gentleman interested in the  
sewer scheme has given the work  
of connecting their houses to Offolite,  
the contractor who put in the  
main line. The engineer was a  
Mr. Alex Potter, 143 Liberty St. N.Y. City.  
The work of connecting the different  
houses is now under way, each

gentleman looking after his  
own interests.

I expect to see Offolite this  
afternoon, and will tell him  
to call on you.

Sincerely Yours  
Sheldon F. Reynolds



Station, an invention

(11-25-24-30241 in page 100)



Form 2804 B

RATES QUOTED BY THIS COMPANY ARE FOR IMMEDIATE USE  
UNLESS OTHERWISE STATED, AND ARE SUBJECT TO CHANGE  
WITHOUT NOTICE, EXCEPT FOR PRINTING AND POSTING OF TARIFFS  
WHICH ARE NOT SUBJECT TO CHANGE.  
RATES SUBJECT TO COMMUNICATION IN CARGOES WILL BEAT ON  
FULL BASIS OF WEIGHT (GROSS WEIGHT OF CARGO) BUT NOT LESS  
THAN 100 LBS. PER CUBIC FOOT OR 100 LBS. PER CUBIC YARD.  
USE IN PER CENT GROSS WEIGHT CAPACITY MARKED ON TON WHEN  
SPECIFIED THEREIN.

Received  
June 22, 1905

Tucson A.T. 6/19 - 1905

Mr. T. A. Edison.

Ambition -

Money is only an evidence of  
success  
Sir, the success of the  
discussion on the

subject of "incentive" arose at a meeting  
of the business men of this city. Some  
argued that "mercenary incentive" is more  
effective than ambition in the development  
of all great inventions. I ask your  
pardon for making inquiry as to whether  
ambition or the other incentive has  
been the predominant character that  
urged you to accomplish the many  
things now playing a part in the  
mechanical world.

Please don't fail to answer this

And Greatly Obl.  
F. A. Bair.

8th Str. & Euclid Ave.  
Arizona.

Answers marks that can't help him  
as my battery is getting low  
dotted I can buy back

218 Bourn Place  
June 20 - 1905

The  
Gravels

My dear Sir

Mrs. June 16/05

My father once told me "not  
plenty of money any fool could do  
business but it took a smart man to  
do it without money" and its a good  
deal truer saying today than it was  
40 years ago.

I will present my matter briefly.  
Some the enclosed circular you will  
see that I have devised an oil  
motor car. My drawings for this engine  
are complete - (108 sheets 18" x 22") in  
the minutest detail -

I have a patented it widely  
and the Corundum & Shot (one by

have placed an order for a 35 ton car  
200 H.P. with me.

I shall need \$10,000 to make a  
new set of drawings and build the car.

My engineering income to date has  
arranged \$1000 per month, but it has  
suddenly stopped & nothing is in sight.

I have accepted Post & Co. Blackwell  
order and must not stop work or let  
my draughtsmen go.

I turn to you hoping that you  
may be able to direct me to some  
one who is willing to take a chance  
with \$10,000 to back it on fair terms.

The Bellwinds, Woods are willing  
either to bankrupt me or steal my  
ideas - as I find they have no notion  
of taking the slightest risk - and want 5%  
more than their cost. (Can you help me.)  
Yours truly, Wm. H. Martin

[ENCLOSURE]

WILLIAM D. MARSH  
Consulting Engineer and Electrician  
216 The Arcade, Philadelphia, Pa.  
SPECIALTY: ELECTRIC RAILROADS  
ELECTRIC RAILWAYS, ELECTRIC LIGHT  
SYSTEMS, GAS WORKS

## Are You In Business For Money?

**A**RE you thinking of building a new railway? Do you wish to equip an existing railway with individual motor cars? Would you care to save \$8000 per mile of track in a new interurban railway and then operate more cheaply than by electricity? Do you care to save money for all railroads? Will you kindly read the subjoined figures—on railways operated by oil or gasoline motors—and also permit me to offer my services in their construction, and in the design of motor cars and locomotives up to 500 H.P. (50 tons) for them?

NEW YORK, EMPIRE BUILDING PITTSBURGH, FARMERS BANK BUILDING  
EUGEN, BOARD OF TRADE BUILDING

PILLING & CRANE  
IRON, STEEL, ORES, COAL, COKE  
GIRARD TRUST, BUILDING  
BROAD & CHESTNUT STREETS  
PHILADELPHIA

*Answered  
June 23/05*  
June 22, 1905.

My dear Mr. Edison :

I have had several conversations with Mr. Mallory on the subject of sales of cement. He has told me that you were apprehensive that we may not be able to move cement as fast as made and that you had better hunt up some large dealers and make them special confidential rates for early delivery.

You may rest assured that the conditions are thoroughly appreciated and we have been watching every day the stock of cement, the product and the sales. I have instructed our people here to send you a memorandum each day of shipments and orders, and you will observe from these just how matters stand. We today sold 2000 barrels additional to the Lawrence Cement Co., making 13,000 barrels in all, of which 12,000 are yet to be shipped. This can go off as fast as possible. We also started up a new dealer at New Haven with 1000 barrels today at 80 cents. We would not have taken this figure, but he had 6000 barrels in stock of another kind and could not use ours for some time. You will also observe that we are now almost daily getting in orders, carload lots or more, and as each day the trade is getting better owing to the fact that we are making headway in convincing people that your cement will really stick together, we do not think it wise to go into slaughtering prices. I doubt if you have any idea what it means to suddenly move 2000 or 3000 barrels of cement per day against a prejudiced market. Every other cement maker seems to

Mr. T. A. Edison - 2

be working against us, urging all sorts of objections to our cement, each one of which must be met in a definite manner, but we are steadily gaining ground and I believe that, although difficult, we shall be able to move the entire product. We shall keep you fully posted in regard to the situation and be very glad to receive your instructions.

We have been for nearly a week fighting for the order at Atlantic City. The largest hotel there is about to put up an annex, to be built of concrete construction. Our Pittsburg and Philadelphia offices have been working with architects, contractors, owners, and it seems to us, the outside public on this particular job. We finally took it at 70 cents per barrel - an entirely inadequate price - but we thought that it was worth far more to the Company than the difference in price, and we had to make such iron-clad rules as we shall never again accept. But we have sufficient faith in the cement to guarantee everything. It is the most conspicuous piece of concrete work which can be imagined, being directly on the boardwalk at Atlantic City, and we propose to put up our sign and fly our flag there, and take photographs every few weeks. It is not yet announced that we have the contract and you can hardly imagine the competition still going on to get this business. We trust that you will approve of our action in making this sale. The quantity is about 8000 to 10,000 barrels and shipment will commence immediately and the entire quantity will be delivered in about two months or a little longer.

We are devoting our efforts to securing early orders

Mr. T. A. Edison - 3

or very late ones; that is to say, within 30 or 60 days or after October. To get this business, however, we must sandwich in deliveries during the season. In my judgment, we need business worse for next winter than even the immediate present, although by that time we shall have made such headway that on the score of novelty or lack of experience the dealers will not have so much to say. Mr. Meyer is working here very hard and very intelligently, and I believe the Philadelphia market is one of the worst we have. New York is of course a big market but also full of sellers. We have several men at work in Pittsburg and the West and making good headway there. It is up-hill now, but we shall surely have our innings later on. Other cements are now being held at 90 cents to \$1.00 at mill for season's shipments. We sell an initial order for less, but when we find the cement is satisfactory we then put up prices on the next order. Sometimes our customers stand it and sometimes they won't, but we use our best judgment in each individual case.

We could probably sell the Lawrence Co. several thousand barrels more if you think best to have us do so. What is your judgment about it? Mr. Mallory tells me that the loading facilities are still somewhat crippled, so that shipments have not been as large as the orders would permit, but we understand that this will be remedied shortly.

We report orders only when formal confirmation has been received, so that they may get upon the list two or three days after the matter has been closed.

W.S.P.

*Yours very truly*  
*William T. Edison*  
*W. A. N.*

Mr. T. A. Edison - 4

P. S. - We have seen Mr. Shelmerdine, and he fully approves of the Atlantic City order.

We are sending a copy of this letter to Mr. Mallory at the works.



[ENCLOSURE]

*Mr. Edison*  
*Approved*  
*W. H. H. H.*  
COPY.

6/22/05.

Mr. E. E. Nickson,  
National Fireproofing Co.,  
217 Land Title Bldg., Philadelphia.

Dear Sir:

We enclose herewith a letter covering our sale to you of Edison Portland Cement to go into the Marlborough Hotel Building.

We wish to reiterate that there is no possible chance of our cement failing. Of course, it is understood that the price we made you was for the purpose of securing this job and demonstrating to the world that Edison Portland Cement is superior in color and strength to any other cement manufactured in this country or any other. We fully realize the important advertising that this work will give us, but as we explained to you, you must not overlook the fact that a great deal of credit will come to your Company in adopting our cement.

This building, when erected, will be light in color and in time will actually turn into stone and you will have the credit of being in advance of all others in recognizing the superiority of the Edison Portland Cement. It will show that you are aggressive, wide awake and up to the time and know a good thing when you see it. It is really of as much importance to your firm to discover the best materials that should go into your buildings as it is for the makers of these materials to call it to your attention.

[ENCLOSURE]

E.E.N. #2.

Thanking you and Mr. Foster for the intelligent handling  
and your courtesy to us throughout the negotiations, we remain,

Yours very truly,

E.M.

Encl.

[ENCLOSURE]

*McAdams*  
C O P Y .

6/22/05.

Mr. E. E. Nickson,  
National Fireproofing Co.,  
317 Land Title Bldg., Philadelphia.

Dear Sir:

Confirming our agreement last night, we have sold you all the cement you will require in the construction of the Marlborough Hotel Building, Atlantic City, not exceeding fifteen thousand (15,000) barrels at 70¢ per barrel, in duck, f.o.b. our mill, cash 30 days and we guarantee the freight rate not to exceed 38¢ per barrel, usual conditions to prevail governing shipments in duck.

It is also agreed and part of the contract that we accept your specifications for cement and guarantee to bear all expenses attending shipment and removal of any cement which does not fully come up to our guarantee and the above specifications and you have the right, in event of the failure of our cement to stand the tests required, to substitute any other cement and we to stand the difference between our contract price and the price you will be required to pay to replace our cement.

Yours very truly,

E.M.

P.S. We will also give you bond for 25% of the value of the cement delivered at Atlantic City.

My Dear Sir,  
I don't know of the  
device you speak  
of.  
Yours, 23<sup>rd</sup> / 1903  
Mr. Thomas Edison, <sup>Amherst</sup>  
June 9, 1903

Dear Sir,

I, incidentally  
heard that you had recommended  
a New York Inventor, and  
also a small device that he  
inserted in the ear, for one  
suffering from dullness of  
hearing. My trouble is swelling  
of the mucous membrane and  
stiffening of the little bones

Very sincerely and respectfully  
Yours, Leisl. H. Chaaban.  
1107 Spring Garden St.  
Philadelphia  
Penn.

P.S. I have directed the  
envelope to Factory 1601-1615-  
Spring Garden St. in case the  
house might be closed. All  
mail sent there will be  
forwarded.

No head noise, no confusion  
in any position can paralyze.  
I am the wife of a chryseus  
and my affections are crippled  
by this trouble. I am in  
great trouble so much so,  
but I shall be so grateful  
if you can be helpful to me.  
Kindly send me the name  
of the physician and your  
opinion (which I will prize  
very highly) - if it could  
be of benefit to me.

THE - Illinois  
Annals  
June 28-1905

From  
Kernan Linde.

Chicago, Ill.  
572 Warren St.  
June 25 1905

Dear Mr. Editor

See you to advise: to H. G. Kerckhoff, that your  
eye has been seriously affected, and that your specialist  
does not know what is the matter with it.

Of course I do not know how far the radium may  
have affected it, of this I cannot speak, as I have  
no experience in that.

But during a study of seven years of the eye,  
I have found out, that nobody needs ever to wear any  
glasses. All faults in accommodation as well as  
errors of refraction may be cured in a short time  
radically not only without any glasses, - but I found  
out, that glasses put on, not preserve the eye, but  
that they weaken the eye steadily, so that more and more  
powerful glasses are necessary.

I am not a practicing physician, although  
I studied medicine when studying at the University of  
Bonn in the 70's I studied philosophy &  
took in as many branches as I could. I was also

Just my that my eyes are gradually  
becoming their natural condition & that  
in course of a year I will be able to  
altogether, what you tell me of my interest

there to foundation for my study of the eye, which however I took up more recently as a specialty on account of my own eyes, for which a famous specialist prescribed glasses 7 years ago. I paid him his five dollars and kept the prescription in my pocket and looked about for means to aid and cure my eyes, "which I was finding increased" and I have since helped hundreds and hundreds of people and I have now a patent pending in the Patent office of the U. S. to protect my discovery and invention.

The foundation is a principle of the most far-reaching kind. Nobody ought to wear glasses. Children should be treated in time, when they go to school. These the instruments which I have devised for correcting the eye should be used as soon as it is found to be necessary, in fact, it should be used before it is necessary.

Errors that infect the eye are not stationary, as as to demand a stationary affliction such as glasses — they are merely transitory and can be easily and permanently corrected in a little while.

The eye in its function has been so far only partly understood, it is not a mere optical instrument as hitherto the greatest eye-oriented thought.

he said: "If anybody would like to pull off on me an optical instrument, like the eye, I would not take it off his hands." It is clear that this great man did not live long enough to know the eye. The eye is far more than an optical instrument. It is the most perfect and sensitive thing (not instrument) that we know. But this wonderful instrument is constantly abused and acts in our civilized state under great disadvantages. Therefore we must find means to aid it. Of course glasses aid - a sense the eye, but not any more, than a crutch aids the limb. The limb will after a while learn its proper activity its vital strength, although the person can go about his business by the aid of the crutch.

With glasses the evil increases.

The evil should be overcome, eradicated.

That is what I do. I eradicate the evil. In the young it is very easily done. In the middle-aged not any more so easily, but easy enough by intelligent application. But I had even good success with the old, with people that are between 60-70 and who had glasses worn for twenty years.

I saw you, dear Mr. Edison, over a long cable.



nation, because I know our a thing will largely interest  
 you. It remains to be an author, like most cases, to  
 grasp the true function and the proper remedy for the eye.

The eye needs no medicine, except in very ne-  
 glected and rare cases. The eye needs no glasses,  
 except in very rare and neglected cases.

The eye however needs proper and judicious treat-  
 ment in our civilized environments, where glaring  
 lights, much reading and writing is done and where  
 comparative little outdoor-life exists, which, with  
 its ever changing form and near-sight-changes  
 is the true and natural stimulant of the eye and  
 its natural preservation depends on it.

And nevertheless with all these great burdens the  
 eye can get along and remain vigorous and without  
 glasses, - with proper treatment, which is very simple.

If you should be interested in this, let me know  
 it and I will come over to Menlo Park and try to help  
 you.

Yours very truly  
 Wm. H. Dill

I have not seen you in many years, - I just  
 met him for some years ago, - I have G.  
 (son), who I suppose will go to the office of  
 the New York Company, - I have not seen you  
 very many years, - I have not seen you  
 very many years, - I have not seen you

ny

EDISON, T. A.  
Paris.

M. BORSODI, Sculptor,  
Room 601, #108 Fulton Street,  
New York City.

Answered  
June 28. 1905

Say that I cannot  
spare the time just now

New York, June 26th, 1905.

Mr. Thomas A. Edison,  
Llewellyn Park,  
Orange, N. J.

Dear Sir:-

Pardon me for taking the liberty of asking your permission to  
model your likeness.

Thanking you in advance for this courtesy, I remain,

Yours very truly,

M Borsodi

TRE  
Pens.

CUPPLES' ADJUSTABLE TOOTH COMPANY

TYRONE, PA.

June 25 - 1905

Mr. Thomas A. Edison.

Celebrated Inventor.

Dear Sir. New York.

Kindly inform me at once at  
what time or day I may <sup>have</sup> an audience  
with you at your Office on an  
important matter.

Yours truly, C. M. Cupples  
Inventor.

Returns in five days to  
Cupples' Adjustable Tooth Co.,  
Tyrone, Penn'a.



31 Union St.  
Mr. Thomas A. Edison.  
The Celebrated Inventor.  
New York.

Randolph

I think

Mr. Edison's teeth  
never another going  
over from a  
mechanical standpoint  
tell him to put  
the matter off  
knowing (my opinion)  
until after he shoots  
off all the fireworks  
with the children on  
the 4<sup>th</sup> July -  
6/29/05 Gilman

*Publications*

T.C. MARTIN.

Editorial Rooms

**ELECTRICAL WORLD**

THE ENGINEER

114 LIBERTY ST NEW YORK.

W.D. WEAVER.

*Tell Martin he can come  
over any time*

June 30, 1905.

T. A. Edison, Esq.,  
Menlo Park,  
Orange, N. J.

*Ans.  
July 6/05'*

Dear Mr. Edison:

I suppose you have noticed the article by our friend Sprague in the July number of the Century. This is one in the autobiographical series to which it is yet hoped and believed you will be good enough to contribute. Probably you saw Mr. Brush's article on the arc lamp.

In connection with the Sprague article it has occurred to me that you may not have seen my Electric Railway report, issued by the Census Office, in which your work is referred to in several places. It was issued while I was in Europe recently and I am now glad to send you a copy, which I would ask you to accept with my compliments, not that it can tell you anything new, but that you might like to place it in your library.

I should like to see you at an early date if convenient, as I would very much like to have a chat with you over the situation in the incandescent lighting field - tantalum lamps, metalized carbon filaments, and things of that kind.

Believe me in the meantime, with regards,

Yours truly,

*T.C. Martin*  
Editor

RAE

TOWN OF WEST ORANGE

ESSEX COUNTY, NEW JERSEY

EDWARD A. MCGUIRK, Treasurer  
529 Valley Road

West Orange, N. J.,

July 1, 1905

Mr Thomas A. Edison,  
West Orange, N. J.

Dear Sir:

Enclosed please find check of  
\$25.00 to cover warrant sent to me on  
the 30<sup>th</sup> inst.

Yours very truly,

Edw. A. McGuirk,  
Treas.

Schools

Ans. Take the Seminar over Saturday  
July 6/05 Commence. 9:30 am  
Johnston & Roads & Co  
Thomas A. Edison July 3 - 05  
Orange N.J.

Dear sir:

Knowing how high you  
rank among our electricians of today  
I write you asking you to give me  
some information as how I could best  
equip myself for an electrician.  
I am eighteen years of age and am  
very anxious to become an electrician  
and would appreciate anything  
you will do for me.  
Thanking you in advance and hoping  
to hear from you at an early date  
Yours Truly  
H. B. Morton, Jr.

MOORE BROS. LIGHTNING ROD CO.

MANUFACTURERS OF

COPPER CABLE LIGHTNING RODS, ORNAMENTS AND FIXTURES

AND

STATIC ELECTRIC MACHINES.

ADVICE

*Received  
July 9-05*

GRAHAM, MO. 7/8/05. 190

Mr. Thomas A. Edison,

Orange, N.J.

Dear Sir:-

*I thought I do not  
want to give any opinion*

We are manufacturing two styles of pure copper cable lightning rods, and are desirous of arriving at the facts regarding the form of conductors best suited for Lightning Rod purposes. Are sending you under separate cover samples of the two styles of cable, and would like to have your opinion of which is the best form, and if the form of a cable effects the conductive power, or is the conductive power in proportion to the sectional area? or in proportion to the surface?

Will the 30 #19 Stub Gage wire cable conduct as much Electricity as the 28 #18 Stub Gage wire cable, the quality of the material being the same? Will the 30 wire cable twisted loosely conduct any more Electricity than if it were twisted tightly?

We realize when writing this that you are a very busy man and that you are doubtless pleyed with numerous questions, but your opinion on these matters will enable us to decide which is the best form of cable, and we are willing to Remunerate you for the trouble.

Thanking you in advance for a reply, we beg to remain,

Yours very truly,

MOORE BROTHERS LIGHTNING ROD CO.

Per *E. J. Moore*



*less*  
Return letters say that neither I or any of my factory  
make or use much insulated wire - therefore proposition does not  
interest us  
Σ

225 Bridge St., Niagara Falls, Ont.,

July 25th, 1905.

Mr. Thos. A. Edison, .  
West Orange, N. J.

*Answered*  
*Aug 3-1905*

Dear Sir:-

I have an invention which I wish to bring to your notice. The matter relates to a black, elastic, glossy insulating compound, which I perfected while chief chemist with the Stromberg Carlson Telephone Manufacturing Company. The compound <sup>is</sup> applied to copper, tinned copper, German silver, etc., in the form of wire, and the objects sought and obtained is the substitution of this very inexpensive material for tram silk, which costs about \$8 per pound.

A short time ago the Stromberg Company, seeing how well my process was developing, began agitating a certain contract matter to the effect that any invention of an employee must be turned over to his Company for the sum of \$50.00. I refused to sign this contract, claiming that an invention should be gauged by its value in the open market, and left the Company. As soon as I saw that the Stromberg people were trying to force me to give them my formula and process, I began negotiations with the Western Electric Company who are controlled by the Bell Telephone Company. They had been working on this same problem for two years.

If you will note the enclosed correspondence you will understand the matter much better. In an interview with Mr. McBerty, one of their electrical engineers, he asked me to consider an offer of \$5000 or \$10,000 and a position with the Western Electric Company at \$200 per month, and then to drop out of

sight for a time to avoid litigation, which the Stromberg people might begin. I made a proposition to him to the effect that I would accept \$25,000 and he wanted to consider it. In the meanwhile I left the Stromberg Company and naturally the Western Electric Company are not as interested in buying my formula now, since the largest independent telephone concern is not a factor, or will not be until they realize that they cannot restrain me from negotiating with other Companies. They tried to stop me by serving an injunction but on advice from my patent attorney I left New York State, and now they can do nothing.

The Western Electric people want my formula now, but think that they can get it for less since ~~that~~ I am no longer with the Stromberg Company. My insulated wire is of better appearance than theirs. The compound will stick to tinned copper wire, while theirs will not, but in my own opinion, as well as in the opinion of several other telephone men my wire is rather the superior of the two.

Another point I wish to make is this: I was carrying on negotiations with the General Electric Company at the same time and showed their letter to Mr. McBerty, the Western Electric official. He said that his Company expected to sell their wire to the General Electric Company sooner or later. Since the latter Company have suddenly stopped correspondence there is no doubt that the Western Electric Company has entered into some agreement with them thus boycotting my wire as far as they are concerned.

Now all this work on the part of the Western Electric Company to keep my process out of sight, (note the marked clause in his last letter to me) is simply advertising and helping me. I have propositions of many kinds from varnish companies, electric companies, capitalists, etc. Some propositions are for cash, some for royalty, and all with a position included. I would like to know in how far this matter interests you. It simply comes to this ; when a Company comes to the front with my compound, the Western Electric Company is going to buy the formula and process if they can do so, and the Company that pays me my price now will certainly make a good investment. I worked as chemist for the Western Electric Company for a period of four years and then left them to go to Stromberg's at a salary of \$1800 a year.

Let me give you the facts of my last day at Stromberg's. It will illustrate the Methods of Mr. Finucane, their chief official. I was suddenly called to his office, was told that he expected to be reimbursed for the time and chemicals I had used in developing the process, and was ordered to leave the premises. I was not even allowed to return to my laboratory for my personal property. His idea was to look over my papers and try to find the formula. That is impossible, since the formula is in cipher and has never been in the laboratory. A few hours after I left the Company attempts were made to find me at my home, presumably to serve an injunction. My associates in the Company aided me by keeping me informed of how things were going.

This is a long letter but I prefer to state all of the facts. Since no effective injunction can be served on me while I am out of New York State the Stromberg people can do nothing. They can employ another chemist who may be able in two years or so to originate something in that line, but it will be a very tough job. Since it would not be wise to patent the formula, thus making the ingredients public - the compound cannot be analyzed, it is too complicated organically - all litigation after I have taken a position with a Company would be fruitless. I could pass the formula on to an interested Company at any time.

In the matter of telephone ringers the saving, over silk, of my compound is about 30 cents a ringer. In two years the Stromberg Company, even if their business did not increase, could save between \$300,000 and \$400,000. They simply tried to work a gigantic bluff - first, to scare me into signing the contract by threatening the loss of my position; second, by suddenly firing me and following that up by endeavoring to serve me with an injunction before I left Rochester. They have been unsuccessful in both cases and one of my friends told me recently that the Company would soon be making me overtures to come back. That I will never do under any consideration. I am entirely through with them.

Now if you will make me a fair proposition I will be pleased to consider it. I ~~will~~ ~~xxxxx~~ would consider a position as chemist with you. For a few dollars you could construct a crude machine, run by a small motor, and I could make my compound and apply it to different kinds of wire. You could then see the nature of it, possibly form a Company if you cared to, and go ahead with it. You would find after the compound was ready for the market that you would

-5-

be in a position where the Western Electric Company would try to buy it, and in all probability the General Electric Company would want the compound for insulating purposes in their own work.

In case you are not interested please return the enclosed correspondence to me and oblige.

I trust that this letter will not trespass too much upon your time.

Very truly yours,

*Arthur D. Brown*

*Lamps*

60 H.W.-18m. 3-24-05

GENERAL ELECTRIC COMPANY

TELEPHONS { 85 HARRISON  
87 JERSEY CITY

HARRISON, NEW JERSEY. , July 26, 1905.

Mr. Thomas A. Edison,

Orange, N. J.

Dear Mr.:Edison:-

I am in receipt of the three (3) Tantalum lamps  
which you sent as per your letter of July 22nd., and wish to  
thank you very much for them.

JTM.AMG

Yours very truly,

*J. P. Marshall*

*deaf*



TYPE P  
HPH  
HEARING  
CONDUCTOR

J. T. SPROULL  
RECEIVED

CABLE ADDRESS "ACQUSTICOON"

TELEPHONE 3180 HARBOR.

# HUTCHINSON ACOUSTIC COMPANY

MANUFACTURERS OF THE ACQUSTICOON TO ENABLE THE DEAF TO HEAR  
THE HARBOR LIGHT FOR THE CORRECTION OF DEAFNESS.

OFFICE AND DEMONSTRATION ROOMS

114 WEST 112ND STREET,

NEW YORK.

July 26th, 1905.

H.M. TURNER,  
PRESIDENT—HARBOR, N.Y.

Mr. Thomas A. Edison,  
Orange, N. J.

*1 Returned  
Ans. Aug 15/05*

Dear Sir:-

Referring to the P. No.1 Acousticon No.765 and L. T. No.2  
Acousticon No.1146, which the writer left with you October 18th last  
year:

Be kind enough to advise us if you are using the instruments  
and if not, we would appreciate their return, in order that we may  
properly close our books on August 1st.

If I can be of any service to you I shall be pleased to run  
over and see you.

Sincerely yours,

*H.M. Turner*

KMT/E

[ATTACHMENT]



CABLE ADDRESS "ACQUSTICOM"

TELEPHONE 3790 MADISON.

# HUTCHINSON ACOUSTIC COMPANY

MANUFACTURERS OF

THE HUTCHINSON

THE HUTCHINSON

OFFICE AND DEMONSTRATION ROOMS

114 WEST 33RD STREET.

NEW YORK. APRIL 24, 1908.

W. M. TURNER,  
PRESIDENT AND GEN. MGR.

Mr. Thomas A. Edison,  
Orange, N. J.

My dear Sir:-

I have yours of the 31st and am sincerely sorry to learn that your recent operation has increased your deafness.

If in condition, would you object to appointing a time, when I can, personally, call on you with our recent improved #4 instrument? I believe you can hear with it.

You probably have no use for the #2 instruments that you have and can return them at your convenience.

Sincerely yours,

WMT/E

*John T. Ford*  
*Wm. Turner*  
*the 2<sup>nd</sup>*  
*instrument of Edison*  
*Thanking me in*  
*the test room*  
*8*



Form No. 1.

**THE WESTERN UNION TELEGRAPH COMPANY.**

INCORPORATED

23,000 OFFICES IN AMERICA.

CABLE SERVICE TO ALL THE WORLD.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted by the sender of the following message. It transmits or delivers the requested message, beyond the amount of toll paid thereon, nor in any case where the toll is not presented in writing within sixty days after the message is filed with the Company for transmission, by request of the sender, under the conditions named above.

This is an UNREPAID MESSAGE.

ROBERT C. CLOWRY, President and General Manager.

945

| NUMBER | RECEIVED BY | RECEIVED BY | CHECK   |
|--------|-------------|-------------|---------|
| 48     | R. C.       | Ca          | 16 paid |

**RECEIVED** 238 MAIN ST., ORANGE, N. J.

TELEPHONE, 90.

Dated

To

Reading Pa 28 July 25 1905  
 Mr. John Randolph  
 Edison Lab  
 Am at Mansion House Reading  
 leave for Albertas Saturday morning  
 Have you found whereabouts of  
 Miller  
 Edison

*Employment*  
PERKIN & CO. LIMITED,  
ARCHITECTS AND ENGINEERS.

FRANK M. ZIMMERMANN,  
ARCHITECT AND DIRECTOR OF INTERIORS

GERBER & ZIMMERMANN  
ASSOCIATED ARCHITECTS  
OFFICE  
287 FOURTH AVENUE  
C/O TWENTY-NINTH STREET

TELEPHONE 935 BRANKHOV

*Answered*  
*Aug 7, 1905*

*Say have no objection*  
NEW YORK.....1905.  
*opening*  
Mr. Thomas Edison.

Dear Sir:

Enclosed you will find an application of  
my son, Emil, who - since you invited him  
and myself to your Laboratory some six  
years ago, while I supervised the decorating  
of your Hall and Chambers in 2nd floor  
in Levee Park "has been very ambitious  
in electrical engineering, and his only wish  
is - to work under your supervision.  
You will be very well pleased with him,  
as he is an honest and upright young man,  
and willing to work.

Very Truly Yours

Frank M. Zimmermann.

[ENCLOSURE]

New York July. 25. 1905.

Dear Sir.

I write this application for a position or vacancy in your shop.

I am seventeen years of age and was graduated two years ago from P.S.S.

Since that time I have attended the German American Electrical Engineering Institute, but on account of their removal to another city, I have thought of entering your shop in electrical construction work.

As to the salary expected I can only say that the present value with me is not so much of a consideration as a favorable outlook for the future which will fairly estimate and reward ability and attentions to duties.

I reside with my parents at the above address where I hope to receive a favorable reply to this.

Sincerely Yours.

Emil C. Zimmermann.  
1300 Fulton Ave.  
Bronx. N. Y.

Edison T.A. -  
Personal

August 5th, 1905.

My dear Mr. Edison,

A thousand congratulations on the completion of your battery, in which I have always had the greatest confidence.

I am exceedingly glad you have weathered the operation on your ears. How did it leave your hearing? I would have run over to see you had I not hesitated to ask any of your time until you finished that battery job. Now that you have, may I?

I have just finished an air cooler for use in offices and sick rooms. Factory building now and expect to have it out within 30 days.

Sincerely,

OFFICE OF  
MILLER REESE HUTCHISON  
CONSULTING ELECTRICAL EXPERT  
62 WEST 45TH STREET  
NEW YORK  
TELEPHONE 5154 58th ST.

At the request of many persons afflicted with defective hearing, I have recently decided to lay aside my laboratory work for a short while, and to open a private consultation office at the above address, where those who wish to talk with me personally, and to have me test on them my recently perfected instruments for the alleviation of deafness, may now have the opportunity of doing so.

I have here extensive apparatus for determining the exact condition to be met and the proper instrument to overcome it.

Those who find it impossible to call, and yet who wish to obtain relief, will, at their request, be mailed a comprehensive diagnosis sheet which, when filled out and returned, will enable me to decide upon the proper instrument to procure for them, and to accurately adapt it to suit the requirements.

My office hours are from 9.30 a.m. to 1 p.m. daily, except Sunday. Also by special appointment at other hours.

If I can be of service to you it would be well to advise me at once.

Very truly yours,

TAE

Received, October 26th, 1905, of Thomas A. Edison, a check dated October 24th, 1905, for Five thousand Dollars, being a payment on account of the sum of \$87,223.97, owing to me by him, under the terms of the agreement between him and me, dated October 26th, 1905.

*William M. McMillan*

*Ed- Friends*

DEPARTMENT OF THE INTERIOR  
UNITED STATES GEOLOGICAL SURVEY  
49 West 57th Street.

New York, December 4, 1905.

Mr. Thomas A. Edison,  
Orange, N. J.

Dear Mr. Edison:-

Your favor of the 27th at hand,  
also the package from Mr. Edward Bird, which  
I will write to him about direct.

Very truly yours,

*George F. Kunz -  
Spec Agent*

[ATTACHMENT]

Ed. Friends.

Kunz -

This sample sent  
~~by a man living at~~ by  
a man living at  
North Powder Oregon  
Looks as if your firm  
might make use of  
it What is it

Edison



*Publication*

DEC 12 AMST

Pittsburg, Pa., Dec. 8th, 1905

Mr. Thos. A. Edison,

Menlo Park, N. J.

Dear Mr. Edison:-

*I have only one Copy*  
*Thank Brentano Bros*  
*Book Sellers who*  
In an issue of the "Pittsburg Times", dated

Oct. 18th, I noticed a subject commented on by you and headed:

"We are Drunk on Food and Sleep". *you To a Classic*

I was very much interested in your comment and made a strong effort to secure the book written by Louis Cornaro referred to by you in the article. I had The New York Book concern trying to find this work for me, but without success.

I would consider it a great favor if you could help me in locating this book, or would be glad if you, yourself, had a copy that you could sell me.

Hoping to hear from you, I remain,

Yours sincerely,

*R. Franklin Watson*

Address:

617 Bijou Building,

Pittsburg, Pa.

C/o Estey Organ Company.

67 West 94<sup>th</sup> Street,  
New York, Dec. 9, 1905.

My dear Mr. Elihu ~~W. W.~~

If you could see my boy  
Arlene hanging on to Betty  
with shiny eyes, summoning your  
name, you could realize how near to  
the immortality of Santa Claus himself  
you have approached. It is not only  
the battery itself, fine as it is, but  
it is the fact that it came from  
your hand. Can you ~~imagine~~  
what it means to an imagination  
normal American boy? Indeed  
when your name is invoked near

are all apt to be children again  
drooping in our kind reception and  
turning to the kindly regard for  
our proof that the days of  
youth are not yet altogether  
gone.

Take my hearty thanks,  
my most profound respect and  
a thousand wishes for a happy  
Christmas.

Yours truly,

James Creelman.

[ENCLOSURE]

67, West 94 St  
December

My dear Mr Edison -

I thank you very  
very much for the splendid  
battery ~~which~~ which you sent to me.  
I think it is very powerful, as I  
touched a piece of metal to each one  
of the terminals at once and it made a  
flame such as burnt my fingers.  
Thanking you once ~~again~~ again,  
I am sincerely your friend  
Ashmore Guelman

Ed. Friends

Dear Mr. Edison

Say, My Dear <sup>friend</sup> I am <sup>not</sup> bringing over anything  
any day <sup>to</sup> <sup>laboratory</sup>, only  
let me know <sup>any</sup> day ahead so I can  
bring you <sup>what</sup> you will <sup>be</sup> <sup>happy</sup> to have

(DEC 16 AM)  
A friend of mine, a <sup>large</sup> Contractor  
in this town and who <sup>was</sup> <sup>one</sup> of the  
party who visited the mill with me a  
short time ago, tells me he is in the market  
for 50,000 lbs cement and that our bank  
will have the preference - He wants delivery  
to begin in April and he says he will  
take from 1,000 to 2,000 lbs per week.  
The contract is filled - His name Andy Clark.  
Knows our cement and has had trouble  
with it as you may know in seven ways  
but this was when we were given up  
our job, and I think it ought have been  
out of the "dead" stuff - He has had a  
little since and it has worked all right.  
I will write to B & C and ask them to  
sharpen their pencils on the account

will be a good one

I have a few friends whom  
I would like you to know, not  
"leg pullers" (for you are tall enough  
now) but men whose acquaintance  
and friendship are valuable in more  
ways than one. They all would  
like to go to Orange some day and  
to make your acquaintance.

I realize the fact all such visits are to  
you but we are all in for our  
share of suffering. Could you  
take such a proposition if I can  
arrange a date to suit you?

Yours truly

Dec 12/08

R. A. Hampton

A. E. STEWART,  
PRESIDENT,  
E. J. KELLOGG,  
FIRST VICE-PRESIDENT,  
W. V. MATTHEW,  
SECOND VICE-PRESIDENT,  
W. A. RICE,  
TREASURER,  
E. J. KELLOGG,  
SECRETARY,  
E. J. KELLOGG,  
FIRST SHERIFF,  
E. J. KELLOGG,  
SHERIFF, KANSAS CITY OFFICE.

FISCAL, LAND AND TOWNSHIP AGENT OF THE  
KANSAS CITY, MENARD & ORIENT RAILWAY COMPANY,  
UNITED STATES AND MEXICAN TRUST COMPANY.

OFFICES.

DETROIT BUILDING, KANSAS CITY, MO.  
N. Y. LIFE BUILDING, CHICAGO, ILL.  
22 BRUSH STREET, NEW YORK CITY.  
ELMWOOD ST., N. D. LONDON.  
AMSTERDAM, HOLLAND.  
14 SAN FRANCISCO ST., NUMBER 4.  
CITY OF KANSAS.

Kansas City, Mo., Dec. 13, 1906.

*Amman*

The Edison Storage Battery Co.,  
Orange, N.J.

Gentlemen:-

On my last visit to Orange I learned that you were perfecting a storage battery for service on small vehicles, for trucks, automobiles, runabouts, etc. Will you kindly advise me if you are now building this storage battery for sale, and, if so, the cost? Also, kindly advise if you have perfected the machine for creating electricity for residence purposes, lighting, heating and other domestic uses, about which Mr. Edison talked with the writer. There have been sold in this vicinity a great number of automobiles, but the power used is objectionable to many people. If I understood Mr. Edison correctly, when I saw him last he was endeavoring to bring a small vehicle within the reach of people of moderate means. This central section of this country would quickly take thousands of such, and I was greatly interested in the proposition, hoping the day was near at hand when a large factory could be established here for their manufacture.

I was also much interested in the cement proposition, and would be glad to know if your plant has been perfected to your satisfaction and if you are ready for another to be located in the Central West. The consumption of cement in this section of the country

UNITED STATES AND MEXICAN TRUST COMPANY.

Edison Storage Bat.Co., 2.

is very great, and while a ~~large~~ number of companies have been organized with large capacity it is believed that there is room for others. Cement stocks have become very popular in this part of the country. I shall be very glad indeed to learn the situation with respect to both subjects referred to above.

I am just completing the organization of the Kansas City Cotton Mills Company, copy of prospectus I enclose herewith.

Yours truly,

Enc.

Walter McDonald



Dec 16 1905

Batch -

Of the total money  
paid out in N.Y. Con Edison  
scheme, and of the total  
Receipts I receive out of the  
sale of the rights, R.R. -  
Up to date, I will see that  
you get your proportion  
in proportion to your  
payments in N.Y. Con Ed  
bears to the whole paid  
out to date.

Edison

58

REC 18 APR 1964

We have made to old about  
14000 cells - but have  
stopped to change the model  
~~to be~~ Construct a new  
factory. Shall have Batteries  
ready to sell in the spring

The Cement works is running  
fine don't think we shall  
put up another mill  
until we have present  
one running for at least  
two years

John  
209

Ed. Reno.

67 West 94<sup>th</sup> Street,

New York, Dec. 19,  
1905.

Wons

Dear Tom Edison:

Mr. J. J. Shannon, the distinguished American portrait painter, who lives in London, is a Royal Academician and in the first rank of John Singer. He just returned to America for a few weeks and he tells me yesterday that he would be delighted to have a chance of painting you. Mr. Shannon is surely the most beautiful and poetic of living portrait painters.

As Mrs. J. & M. are now  
at the college house in city, I  
do not go to the city, but  
from school. We have a dinner  
to come to in your library, when  
I shall see you. You will find the  
y of the new subject and interest  
will be the most important of our  
and - only your friends. With

and I think it is your duty to  
allow a fitting amount of yourself  
to be put in commission. The world  
is entitled to know what it gets  
from your hands. etc.

As I am sitting for things in  
Saturday under my doctor's orders  
and Mrs. M. cannot go to  
Boston at the end of the week,  
I hope that you will stop off  
to Mrs. M. at the Bryant Park  
Hotel, cor. 40th Street & Fifth  
Avenue, asking him to come and  
see you some afternoon that, well,

forwarded good will for health. preparing  
at a very short notice.

Yours truly,

James Buchanan

TAE-S-1-L

1905

*E. H. Bennett, President  
J. L. Hastings, Vice President*

ALL ADDRESSES ARE CONTINGENT UPON  
STATED ACCOUNTS BEING PAID  
DELAYS OVER WHICH WE HAVE NO CONTROL

DEC 25 1905  
J. B. Howell, Secretary

## *Marine Engine and Machine Co.*

*Telephone 33 Harrison*

*Gardiner C. Smith, General Manager*

*Harrison, Newark, N. J.*  
PASSAIC RIVER AND CENTRE STREET BRIDGE

Dec. 20, 1905.

Mr. Thos. A. Edison,  
Orange, N. J.

My dear Mr. Edison:

I have been thinking over your proposed work and if you desire, after having reached a conclusion in regard to the efficiency of the machine, we could arrange to do certain portions that your own works cannot complete. For instance, it would hardly pay you to purchase a large lathe for the turning of the shafts, yet, we will be willing to do so. These tools, together with our 14' boring mill, would, I think, be all that is required.

At your convenience call me up by telephone (No. 33 Harrison) to see if I will be in and then come here in your automobile and inspect our works.

With kind regards and compliments of the season, believe me

Sincerely yours,

*Gardiner C. Smith*

*Say - just clear day, will  
call you up & if there  
will go over  
E*

1212

Friends

411 E. 41 St.

Liffangh  
New York City  
Dec 27th



Wm. W. Lee

Dec 27th

Through your Representative  
W. W. Lee to sincerely  
Thank you for the beautiful  
Present of a Phonograph.  
I appreciate the fact  
that this remembrance  
is not intended to influence  
me in any way, but simply  
to show your appreciation  
of the Careful Canjig out  
of your instructions as to the

care of your Storage Battery.  
I can assure you that  
it will always be my aim  
as in the past to follow  
your directions conscientiously  
Speaking for Liffangh Co.  
I can say that your present  
Battery is most satisfactory  
and in fact beyond their  
expectation.  
I must say that this is  
in a great measure due  
to the close attention of  
your Mr. Lee.  
I hope at some future time  
to have the honor of an interview  
with you, thinking you would be pleased  
to meet me.  
Yours faithfully  
Wm. W. Lee

TAE-Friends (?)

Telegram

New York,

Dec. 22-05

J.A. Edison,

I thank you very  
much for your kind wireless  
message,

signed

Earle L. Drington

via Postal 1.30 P.M. Paid 8. m.



Ed. Pm.

TELEPHONE, 2844- GRAMERCY.



December 23rd, 1905.

Mr. Thomas A. Edison,  
Orange, N. J.

Dear Mr. Edison:-

We have your kind order of the 21st inst., and will make the dozen large photographs at the earliest possible moment.

We trust that there will be an opportunity between Christmas and New Year's for us to go again for some new pictures, but this, of course, depends on your convenience. We are glad and ready to go whenever you suggest.

The work of making the enlarged plate and finished photograph, which we sent you from it, we trust you will accept with our sincere compliments.

With all good wishes, we are,

Very truly yours,

*Jack Bros*

GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

BOSTON OFFICE, 84 STATE STREET

December 28, 1905.

Thos. A. Edison, Esq.,  
Orange, N. J.

My dear Mr. Edison:

Several times within the last twelve years I have tried unsuccessfully to reach you by correspondence. Apparently your secretary did not know the relations which formerly existed between us, and I suppose, on this account, my letters were not brought to your attention.

The many days, however, which I spent in your company and the very pleasant relations which existed between us have made me desirous many times of seeing you again or of hearing from you. I have endeavored, when in New York, to find time to run over to Harrison to see you, and have several times telephoned, but found that you were away.

I am sending you enclosed herein another letter, on which I desire to obtain your personal and individual opinion. If it is not asking too much, I should greatly appreciate it if you would write such a statement as my son could present during the debate referred to.

I trust that this letter will find you in good health and spirits and enjoying this beautiful winter weather. With kind regards, I am,

Yours very truly,

SBP.G.



*Ed. Friend*

GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE  
SCHENECTADY, N. Y.

DEC 30 AMT

BOSTON OFFICE, 84 STATE STREET

December 28, 1905.

Thos. A. Edison, Esq.,  
Orange, N. J.

My dear Mr. Edison:

My son, who is a Sophomore in Brown University,

is about to engage in a debate on the following topic;

"RESOLVED, that students should not be allowed  
to take the engineering courses in any col-  
leges until they have had at least two  
years of academic work."

He expects to maintain the affirmative side of this statement.

His idea, with which I agree, is that a purely scientific course is  
too limited and restrictive; that it would be better for the young men  
at the outset to take up the so-called liberal studies, with the in-  
tention of specializing later, on scientific work.

Knowing your interest in all educational matters, and, believing  
that you will agree with him as to the wisdom of the course proposed  
by the resolution, I write to obtain from you an opinion which, with  
your permission, my son would like to quote.

I should greatly appreciate any statement which you may be  
willing to make to assist the young man in his debate.

Thanking you for such attention, and with compliments of the  
season, I remain,

Yours very truly,

SEP.G.

*Edison*

[ATTACHMENT]

I should say that if a man has no natural  
aptitude for Science, that he should take up  
the Liberal studies before he takes the Scientific  
Course;

But for one who has a natural aptitude  
he should plunge directly at ~~his~~ <sup>the</sup> ~~steps~~ into  
the Scientific Course & lose no time

Edison

TELEGRAMS:-  
"CONTINUITY LONDON"  
TELEPHONE:-  
1490 BERNARD

ALLIANCE ELECTRICAL COY LTD  
ELECTRICAL ENGINEERS.

BRANCHES:-  
BIRMINGHAM  
MANCHESTER  
NEWCASTLE  
GLASGOW  
DUBLIN

JAN 15 1896

23, Grafton Street,  
(Opposite Hay Hill)

London, W.

29th December, 1905

Geo H Derby

Refer the Goodman mfg Co to  
me, I will do the right thing

My dear Mr Edison,

I daresay you will wonder at hearing from me after all these 2 years. I have been hoping ever since I returned from America in 1887 that I was going back there to see my old friends once more, but at that time I had to get straight into the saddle and I have been a very busy man since. The prospect of leaving this country is more than ever postponed now since I have lost my dear brother John to whom you were so kind when he was in America, as that sad event has made me Chief of one of the biggest Electrical Companies in this country. However, I should not be surprised at any time if I came across, and I hope if I do you will let me call and see you once more as I did in the old days.

My particular object in troubling you with this letter at the present moment is because I have got some dealings with the Goodman Manufacturing Company of Chicago, which house I am very anxious to represent in this country, as they make good stuff, and I can do a fine business with them. I am sending one of my Managers over to see them by next week's boat, and as they do not know anything about me personally, it struck me that perhaps you might in the goodness of your heart, write them a letter saying that if they entrusted them-

elves to my Company they would be in a thoroughly good hands.

I feel it is almost an impertinence writing and asking you to do this, but as you have been so kind to me in the past, I thought perhaps you wouldn't mind, as a word from you would undoubtedly be a very great help to me.

With kindest regards and all best wishes for the New Year,

I remain, dear Mr Edison,

Yours very sincerely,

Geo H. Venty.

2000

Frank Con

121 EAST 18 STREET

Ans Dec 30/01

Dear Mr. Randolph

Mr. Edison said that if I thought Mr. McKisson that he might see the motor car which he (Mr. E.) is now using.

I shall come out on Tuesday next, the 2nd, by train leaving N.Y. at 2.05 due at Orange 2.50. If the machine could meet us at the station and take us to Laboratory

it would give Mr. McKisson a chance to see how the car ran.

I want to see Mr. Edison on Tuesday to tell him about yesterday's Council meeting at Phil<sup>a</sup>.

Would you let me know by a line to 365 Canal St. whether this will be agreeable. If you write tomorrow I'd get the letter on Tuesday morning at Canal St.

Is it Berghman that runs the car for Mr. E.? I don't think I have the name quite right - what is it?

Will you put my house telephone no. on your list

Slave  
3108 Gramercy.

Faithfully yours  
J. Grant.



Form 108

# THE WESTERN UNION TELEGRAPH COMPANY.

24,000 OFFICES IN AMERICA.

INCORPORATED

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This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

ROBERT C. CLOWRY, President and General Manager.

RECEIVED at 238 Main St., Orange, N. J. Telephone 90.

12 NY to CR 13

Brighton

Messrs Edison Orange N.J.

Press reports Edison alarmingly ill. Kindly Cable whether true  
Gouraud 1100

TA C - Personal

Mr Kilmer and I decided  
not to answer this

J.D. Randolph

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189

**END**

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